ASSOCIATED STUDENTS UCLA

FINANCIAL STATEMENTS SERVICES AND ENTERPRISES

March (02/24/19 - 03/30/19)

Prepared
April 17, 2019

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES

TABLE OF CONTENTS

Income and Loss Summary Statement –
Divisions at Contribution Level

Income and Loss Summary Statement – Divisions Fully Allocated

P/L Reconciliation

Balance Sheet

Statement of Cash Flows

Cash Reserve Computation

Capital Expenditures

Accounts Receivable Aging Report

Aged Accounts Balances Graph

Past Due Accounts Balances Graph

Store Inventory at Cost

Store Inventory Turns

UCLA Store Operations Operating Summary Statement

UCLA Restaurants Operating Summary Statement

Services Division Operating Summary Statement

Student Support/Union Operating Summary Statement

Administrative & Support Services Operating Summary Statement

Maintenance Operating Summary Statement

Utilities Operating Summary Statement

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - MARCH 2019 (\$000's) DIVISIONS AT CONTRIBUTION LEVEL

	MARCH (02/24/19 - 03/30/19) FY 17-18 FISCAL YEAR 2018-2019								FY 17-											
			CURRENT	T MONTH				*1	•	1			YTD 8	MONTHS (0	(07/29/18 - 03/30/19)				**	
ACTU	AL	BUD	GET		VARIA	ANCE		LAST YE	AR ACT	1	ACT	UAL	BUD	GET	VARIANCE			LAST YE	AR ACT	
				ACT/I		ACT/LY	-								ACT/	BUD .		Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,560		3,172		388	12.2%	278	8.5%	3,282		UCLA Store	30,228		30,829		(601)	(1.9%)	(162)	(0.5%)	30,390	
1,760		1,957		(197)	(10.1%)	156	9.7%	1,604		UCLA Restaurants	11,430		12,481		(1,051)	(8.4%)	423	3.8%	11,007	
287		280		7	2.5%	(23)	(7.4%)	310		Licensing & Services	3,372		3,188		184	5.8%	388	13.0%	2,984	
130		132		(2)	(1.5%)	(52)	(28.6%)	182		UCLA Student Union	943		1,011		(68)	(6.7%)	(53)	(5.3%)	996	
5,737		5,541		196	3.5%	359	6.7%	5,378		TOTAL	45,973		47,509		(1,536)	(3.2%)	596	1.3%	45,377	
					Pts.		Pts.			GROSS MARGIN						Pts.		Pts.		
1,257	35.3%	1,177	37.1%	80	(1.8)	106	0.2	1,151		UCLA Store	9,948	32.9%	10,450	33.9%	(502)	(1.0)	5	0.2	9,943	32.7%
1,252	71.1%	1,393	71.2%	(141)	(0.1)	101	(0.7)	1,151		UCLA Restaurants	8,109	70.9%	8,871	71.1%	(762)	(0.2)	255	(0.5)	7,854	71.4%
287	100.0%	280	100.0%	7	0.0	(23)	0.0	310	100.0%	Licensing & Services	3,370	99.9%	3,185	99.9%	185	0.0	389	0.0	2,981	99.9%
82	63.1%	73	55.3%	9	7.8	(29)	2.1	111	61.0%	UCLA Student Union	569	60.3%	551	54.5%	18	5.8	28	6.0	541	54.3%
2,878	50.2%	2,923	52.8%	(45)	(2.6)	155	(0.4)	2,723	50.6%	TOTAL	21,996	47.8%	23,057	48.5%	(1,061)	(0.7)	677	0.8	21,319	47.0%
										WAGES & BENEFITS										
633	17.8%	632	19.9%	(1)	2.1	(66)	(0.5)	567	17.3%	UCLA Store	4,806	15.9%	4,842	15.7%	36	(0.2)	(355)	(1.3)	4,451	14.6%
839	47.7%	875	44.7%	36	(3.0)	(64)	0.6	775	48.3%	UCLA Restaurants	5,945	52.0%	6,132	49.1%	187	(2.9)	(534)	(2.8)	5,411	49.2%
55	19.2%	58	20.7%	3	1.5	2	(8.0)	57	18.4%	Licensing & Services	547	16.2%	448	14.1%	(99)	(2.1)	(111)	(1.6)	436	14.6%
75	57.7%	77	58.3%	2	0.6	(5)	(19.2)	70	38.5%	UCLA Student Union	572	60.7%	594	58.8%	22	(1.9)	(20)	(5.3)	552	55.4%
1,602	27.9%	1,642	29.6%	40	1.7	(133)	(0.6)	1,469	27.3%	TOTAL	11,870	25.8%	12,016	25.3%	146	(0.5)	(1,020)	(1.9)	10,850	23.9%
										OTHER CONTROLLABLES										
170	4.8%	142	4.5%	(28)	(0.3)	(32)	(0.6)	138	4.2%	UCLA Store	1,661	5.5%	1,644	5.3%	(17)	(0.2)	(59)	(0.2)	1,602	5.3%
178	10.1%	199	10.2%	21	0.1	(4)	0.7	174	10.8%	UCLA Restaurants	1,257	11.0%	1,311	10.5%	54	(0.5)	(61)	(0.1)	1,196	10.9%
63	22.0%	74	26.4%	11	4.4	28	7.4	91	29.4%	Licensing & Services	1,010	30.0%	1,080	33.9%	70	3.9	47	5.4	1,057	35.4%
66	50.8%	62	47.0%	(4)	(3.8)	(26)	(28.8)	40	22.0%	UCLA Student Union	424	45.0%	430	42.5%	6	(2.5)	(9)	(3.3)	415	41.7%
477	8.3%	477	8.6%	0	0.3	(34)	(0.1)	443	8.2%	TOTAL	4,352	9.5%	4,465	9.4%	113	(0.1)	(82)	(0.1)	4,270	9.4%
										CONTRIBUTION										
454	12.8%	403	12.7%	51	0.1	8	(8.0)	446		UCLA Store	3,481	11.5%	3,964	12.9%	(483)	(1.4)	(409)	(1.3)	3,890	12.8%
235	13.4%	319	16.3%	(84)	(2.9)	33	0.8	202	12.6%	UCLA Restaurants	908	7.9%	1,428	11.4%	(520)	(3.5)	(339)	(3.4)	1,247	11.3%
169 (59)	58.9%	148	52.9%	21	6.0	7	6.6	162 2	52.3%	Licensing & Services UCLA Student Union	1,812	53.7%	1,657	52.0%	155	1.7	323	3.8	1,489	49.9%
799	(45.4%) 13.9%	(66) 804	(50.0%) 14.5%	7 (5)	4.6 (0.6)	(61) (13)	(46.5) (1.2)	812	1.1%	TOTAL	(427) 5.774	(45.3%) 12.6%	(473) 6,576	(46.8%) 13.8%	46 (802)	1.5 (1.2)	(2) (427)	(2.6) (1.1)	(425) 6,201	(42.7%) 13.7%
799	13.9%	804	14.5%	(5)	(0.0)	(13)	(1.2)	812	15.1%	TOTAL	5,774	12.6%	6,576	13.8%	(802)	(1.2)	(427)	(1.1)	6,201	13.7%
										ALLOCATED EXPENSES										
640	11.2%	664	12.0%	24	0.8	(58)	(0.4)	582	10.8%	Admin&Support Services	4,862	10.6%	5,162	10.9%	300	0.3	(156)	(0.2)	4,706	10.4%
286	5.0%	258	4.7%	(28)	(0.3)	(55)	(0.7)	231	4.3%	Facilities	2,076	4.5%	1,965	4.1%	(111)	(0.4)	(209)	(0.4)	1,867	4.1%
61	1.1%	79	1.4%	18	0.3	(5)	(0.1)	56	1.0%	Utilities	567	1.2%	671	1.4%	104	0.2	71	0.2	638	1.4%
200	3.5%	216	3.9%	16 30	0.4	(16)	(0.1)	184	3.4%	Depreciation	1,649	3.6%	1,726	3.6%	77	0.0	(130)	(0.3)	1,519	3.3%
1,187	20.7%	1,217	22.0%	30	1.3	(134)	(1.1)	1,053	19.6%	TOTAL	9,154	19.9%	9,524	20.0%	370	0.1	(424)	(0.7)	8,730	19.2%
										NET INCOME (LOSS)										
(388)	(6.8%)	(413)	(7.5%)	25	0.7	(147)	(2.3)	(241)	(4.5%)	FROM OPERATIONS	(3,380)	(7.4%)	(2,948)	(6.2%)	(432)	(1.2)	(851)	(1.8)	(2,529)	(5.6%)
										OTHER INC/(EXP)										
6	0.1%	2	0.0%	4	0.1	(68)	(1.3)	74	1.4%	Non-Recurrent Inc/(Exp)	200	0.4%	16	0.0%	184	0.4	26	0.0	174	0.4%
38	0.7%	12	0.2%	26	0.5	15	0.3	23	0.4%	Interest Income	261	0.6%	113	0.2%	148	0.4	134	0.3	127	0.3%
(29)	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)	Interest (Expense)	(231)	(0.5%)	(231)	(0.5%)	0	0.0	25	0.1	(256)	(0.6%)
0 249	0.0%	(2)	0.0%	2	0.0	0	0.0	0 234	0.0%	Income Taxes	1.060	0.0% 4.3%	(13)	0.0%	13	0.0	0	0.0	1 993	0.0%
249 264	4.3% 4.6%	244 227	4.4% 4.1%	5 37	(0.1) 0.5	15 (35)	(0.1)	234 299	4.4% 5.6%	Student Union Fee Income TOTAL	1,960 2,190	4.8%	1,955 1,840	4.1% 3.9%	5 350	0.2 0.9	78 263	0.2 0.6	1,882 1,927	4.1% 4.2%
							(1.0)			1 -			,							
(124)	(2.2%)	(186)	(3.4%)	62	1.2	(182)	(3.3)	58	1.1%	NET INCOME (LOSS)	(1,190)	(2.6%)	(1,108)	(2.3%)	(82)	(0.3)	(588)	(1.3)	(602)	(1.3%)

ASSOCIATED STUDENTS UCLA - SERVICES AND ENTERPRISES INCOME AND LOSS SUMMARY - MARCH 2019 (\$000's) DIVISIONS FULLY ALLOCATED

MARCH (02/24/19 - 03/30/19)				FY 1	FY 17-18 FISCAL YEAR 2018-2019							FY 1	7-18							
				T MONTH				*1	•						7/29/18 - 03				**	*
AC	ΓUAL	BUD	GET		VARIA			LAST YE	AR ACT		ACTUAL		BUDGET		VARIANCE				LAST YE	AR ACT
	.,		.,	ACT/		ACT/LY		_								/BUD		Y ACT		
\$	%	\$	%	\$	%	\$	%	\$	%		\$	%	\$	%	\$	%	\$	%	\$	%
										GROSS INCOME										
3,560 1,760		3,172		388	12.2%	278	8.5% 9.7%	3,282		UCLA Store	30,228		30,829		(601)	(1.9%)	(162)	(0.5%)	30,390	
287		1,957 280		(197) 7	(10.1%) 2.5%	156 (23)	(7.4%)	1,604 310		UCLA Restaurants Licensing & Services	11,430 3,372		12,481 3,188		(1,051) 184	(8.4%) 5.8%	423 388	3.8% 13.0%	11,007 2,984	
130		132		(2)	(1.5%)	(52)	(28.6%)	182		UCLA Student Union	943		1,011		(68)	(6.7%)	(53)	(5.3%)	996	
5.737		5.541		196	3.5%	359	6.7%	5.378		TOTAL	45.973		47,509		(1.536)	(3.2%)	596	1.3%	45.377	
,					Pts.		Pts.			GROSS MARGIN			,		, , ,	Pts.		Pts.		
1,257	35.3%	1,177	37.1%	80	(1.8)	106	0.2	1,151	35.1%	UCLA Store	9.948	32.9%	10,450	33.9%	(502)	(1.0)	5	0.2	9,943	32.7%
1,252	71.1%	1,393	71.2%	(141)	(0.1)	101	(0.7)	1,151	71.8%	UCLA Restaurants	8,109	70.9%	8,871	71.1%	(762)	(0.2)	255	(0.5)	7,854	71.4%
287	100.0%	280	100.0%	` 7 [']	0.0	(23)	0.0	310	100.0%	Licensing & Services	3,370	99.9%	3,185	99.9%	185	0.0	389	0.0	2,981	99.9%
82	63.1%	73	55.3%	9	7.8	(29)	2.1	111	61.0%	UCLA Student Union	569	60.3%	551	54.5%	18	5.8	28	6.0	541	54.3%
2,878	50.2%	2,923	52.8%	(45)	(2.6)	155	(0.4)	2,723	50.6%	TOTAL	21,996	47.8%	23,057	48.5%	(1,061)	(0.7)	677	0.8	21,319	47.0%
										TOTAL CONTROLLABLES										
803	22.6%	773	24.4%	(30)	1.8	(98)	(1.1)	705	21.5%	UCLA Store	6,467	21.4%	6,486	21.0%	19	(0.4)	(414)	(1.5)	6,053	19.9%
1,017	57.8%	1,074	54.9%	57	(2.9)	(68)	1.4	949	59.2%	UCLA Restaurants	7,202	63.0%	7,443	59.6%	241	(3.4)	(595)	(3.0)	6,607	60.0%
117	40.8% 108.5%	132	47.1%	15	6.3	31	6.9	148	47.7%	Licensing & Services	1,557	46.2%	1,529	48.0%	(28)	1.8	(64)	3.8	1,493	50.0%
141 2.078	36.2%	139 2.118	105.3% 38.2%	(2) 40	(3.2) 2.0	(32) (167)	(48.6) (0.7)	109 1,911	59.9%	UCLA Student Union TOTAL	995 16,221	105.5% 35.3%	1,024 16,482	101.3% 34.7%	29 261	(4.2) (0.6)	(28) (1,101)	(8.4) (2.0)	967 15,120	97.1% 33.3%
2,076	30.2%	2,110	30.2%	40	2.0	(167)	(0.7)	1,911	33.3%	1	10,221	33.3%	10,402	34.176	201	(0.0)	(1,101)	(2.0)	15,120	33.3%
	40.00/		40 =0/				(0.0)			CONTRIBUTION		44 =0/		40.00/	(400)		(400)	(4.0)		40.00/
454 235	12.8% 13.4%	403 319	12.7% 16.3%	51	0.1	8	(8.0)	446 202	13.6% 12.6%	UCLA Store UCLA Restaurants	3,481 908	11.5% 7.9%	3,964 1,428	12.9% 11.4%	(483) (520)	(1.4)	(409)	(1.3)	3,890	12.8% 11.3%
169	13.4% 58.9%	148	52.9%	(84) 21	(2.9) 6.0	33 7	0.8 6.6	162	52.3%	Licensing & Services	1,812	53.7%	1,428	52.0%	(520)	(3.5) 1.7	(339) 323	(3.4) 3.8	1,247 1,489	49.9%
(59	(45.4%)	(66)	(50.0%)	7	4.6	(61)	(46.5)	2	1.1%	UCLA Student Union	(427)	(45.3%)	(473)	(46.8%)	46	1.5	(2)	(2.6)	(425)	(42.7%)
799	13.9%	804	14.5%	(5)	(0.6)	(13)	(1.2)	812		TOTAL	5,774	12.6%	6,576	13.8%	(802)	(1.2)	(427)	(1.1)	6,201	13.7%
										ALLOCATED EXPENSES										
583	16.4%	646	20.4%	63	4.0	(63)	(0.6)	520	15.8%	UCLA Store	4,612	15.3%	5,167	16.8%	555	1.5	(133)	(0.6)	4,479	14.7%
411	23.4%	370	18.9%	(41)	(4.5)	(49)	(0.8)	362	22.6%	UCLA Restaurants	2,942	25.7%	2,822	22.6%	(120)	(3.1)	(141)	(0.3)	2,801	25.4%
88	30.7%	103	36.8%	15	6.1	(3)	(3.3)	85	27.4%	Licensing & Services	822	24.4%	775	24.3%	(47)	(0.1)	(66)	0.9	756	25.3%
105	80.8%	98	74.2%	(7)	(6.6)	(19)	(33.5)	86	47.3%	UCLA Student Union	778	82.5%	760	75.2%	(18)	(7.3)	(84)	(12.8)	694	69.7%
1,187	20.7%	1,217	22.0%	30	1.3	(134)	(1.1)	1,053	19.6%	TOTAL	9,154	19.9%	9,524	20.0%	370	0.1	(424)	(0.7)	8,730	19.2%
										NET INCOME (LOSS)										
(400	(0.00()	(0.40)	(4.40/)	114		(E.A)	(0.0)	(75)	(4.40/)	FROM OPERATIONS	(4.404)	(0.50/)	(4.000)	(0.50/)	71	0.0	/F 40\	(4.0)	(500)	(4.00/)
(129	(2.2%) (3.1%)	(243) (51)	(4.4%) (0.9%)	114 (125)	2.2 (2.2)	(54) (17)	(0.8)	(75) (159)	(1.4%)	UCLA Store UCLA Restaurants	(1,131) (2,034)	(2.5%) (4.4%)	(1,202) (1,395)	(2.5%) (2.9%)	/1 (639)	0.0 (1.5)	(543) (480)	(1.2) (1.0)	(588) (1,554)	(1.3%) (3.4%)
81	1.4%	45	0.8%	36	0.6	3	(0.1)	78	1.5%	Licensing & Services	990	2.2%	(1,393)	1.9%	108	0.3	258	0.6	732	1.6%
(164	(2.9%)	(164)	(3.0%)	0	0.0	(79)	(1.3)	(85)		UCLA Student Union	(1,205)	(2.6%)	(1,233)	(2.6%)	28	0.0	(86)	(0.1)	(1,119)	(2.5%)
(388	(6.8%)	(413)	(7.5%)	25	0.7	(147)	(2.3)	(241)	, ,	TOTAL	(3,380)	(7.4%)	(2,948)	(6.2%)	(432)	(1.2)	(851)	(1.8)	(2,529)	(5.6%)
					ĺ					OTHER INC/(EXP)										
6	0.1%	2	0.0%	4	0.1	(68)	(1.3)	74	1.4%	Non-Recurrent Inc/(Exp)	200	0.4%	16	0.0%	184	0.4	26	0.0	174	0.4%
38	0.7%	12	0.2%	26	0.5	15	0.3	23	0.4%	Interest Income	261	0.6%	113	0.2%	148	0.4	134	0.3	127	0.3%
(29	(0.5%)	(29)	(0.5%)	0	0.0	3	0.1	(32)	(0.6%)	Interest (Expense)	(231)	(0.5%)	(231)	(0.5%)	0	0.0	25	0.1	(256)	(0.6%)
0	0.0%	(2)	0.0%	2	0.0	0	0.0	0	0.0%	Income Taxes	0	0.0%	(13)	0.0%	13	0.0	0	0.0	0	0.0%
249	4.3%	244	4.4%	5	(0.1)	15	(0.1)	234	4.4%	Student Union Fee Income	1,960	4.3%	1,955	4.1%	5	0.2	78	0.2	1,882	4.1%
264	4.6%	227	4.1%	37	0.5	(35)	(1.0)	299		TOTAL	2,190	4.8%	1,840	3.9%	350	0.9	263	0.6	1,927	4.2%
(124	(2.2%)	(186)	(3.4%)	62	1.2	(182)	(3.3)	58	1.1%	NET INCOME (LOSS)	(1,190)	(2.6%)	(1,108)	(2.3%)	(82)	(0.3)	(588)	(1.3)	(602)	(1.3%)

ASUCLA P/L Reconciliation Mar-19

Financial Analysis		000's
	M:	ar-19
Budgeted Net Income/(Loss)		(18
	+	-
JCLA Store	-	
Gross Margin:	10	
Bearwear above plan: greater foot traffic due to well attended gymnastics meets, and spring break timing for various school occurred outside of the traditional week prior to Easter	18	
Fast Track above plan as Champion branded apparel continues to trend positively	6	
Graduation ETC above plan: shift in earlier undergraduate orders and increased interest in Centennial Sash	35	
Essentials below plan due to lower sales trend in binders and paper products	(4)	
New Text below plan: overall adoptions by faculty lag behind last year, and higher participation in Text Rentals resulted in large returns	(27)	
Used Text above plan due to timing as well as the impact of winter rental sell off	15	-
CRS above plan as department orders were greater than planned, and timing for earlier than expected sales prior to the beginning of the quarter		
Bookzone below plan due to shortfall in projected department sales as compared to last year (possible timing related)	(10)	
Computer Store below plan due to weakness in computer supplies, especially department toner orders and calculators which usually show stronger sales during finals week	(6)	
LuValle General Mdse below plan: continued lower foot traffic in the Market is under management review HSS Dental above plan due to timing: delivery of backordered merchandise	41	t
	5	1
Hilltop Shop above plan due to early month inclement weather and an increase in foot traffic during finals Total Wages below plan	2	\vdash
Other, various negative controllables	(28)	
Total Contribution	(28)	\vdash
CLA Restaurants	_	t
Gross Margin:	_	T
Wetzels/RX below plan due to lower sales and freezer failure creating higher cost of goods	(6)	.
Panda above plan due to some sales increases during the AFSCME strike day and higher customer count trend	5	┢
Greenhouse below plan: higher cannibalization from Veggie Grill than anticipated	(19)	╁
Untitled below plan: sales plan based on Stage Canteen closure (Stage Canteen remains open)	(4)	\mathbf{f}
	(9)	
Northern Lights below plan: average check error from last year and continuing general downward trend of customer traffic North Campus Student CTR below plan: continuing general downward trend of customer traffic, possibly ongoing construction impacts, and one day closure during spring break for repairs	(17)	1
	10	┢
CSSC above plan: Blaze and Peet's coffee sales higher than anticipated	(5)	╁
Café Synapse below plan: lower average check with new menu mix	(12)	1
LuValle Food Servery below plan due to continued general downward trend of customer traffic in northern areas	(12)	
Kerckhoff Coffeehouse below plan: ongoing lower customer counts during the weekday (new initiatives have started to slow previous declines)	(5)	
Jamba Juice below plan due to lower commission (adjusted by property tax payment) and customer count below expectations	(5)	1
Cooperage below plan: customer count exceeded budgeted targets but the average check was budgeted too high Taco Bell below plan: customer counts close to budgeted targets however the average check was budgeted too high	(9)	
	(5)	
Music Café below plan: continuing trend of lower customer counts during the weekdays (management is working with staff) Catering below plan: budget more optimistic than results and included substantial increases each period	(33)	1
	9	╁
Concessions above plan: almost sold out crowds for the last two gymnastic events	12	
Total Wages below plan	27	\vdash
Other, positive controllables slightly offset by various negative gross margin variances	21	┢
Total Contribution	-	
icensing & Services	-	
Gross Margin:	(10)	╁
Licensing Domestic below plan due to continuing downward trend (Under Armour decline)	(16)	┢
Licensing Promotional Royalties below plan due in part to budget set an increase in the royalty rate to 8% however it has been maintained at 6%	(11)	┢
Leased Ops above plan due to higher rates than budgeted for various agreements	5	┢
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	21	H
Photography above plan due to additional unanticipated athletic and nonathletic projects	6	╁
Total Wages below plan	3	H
Other, positive controllables mostly Licensing	13	H
Total Contribution CLA Student Union	_	┢
	+	T
Gross Margin: Event Services above plan due to an increase in student reservations and in audio/visual rentals	11	┢
•		H
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower than expected visitor traffic and sales during rain days	(2)	┢
Total wages below plan Other pagetive controllebles	(5)	t
Other, negative controllables Total Contribution	(3)	H
Total Contribution	+	t
located Expenses and Other	+-	+
A&SS below plan with savings mostly in wages and UCPath charges	24	+
Facilities higher than plan mostly repairs & maintenance for damaged walls in Optometry and Student Union Ops (flood from backed-up main storm drain line) and painting of NCSC exterior	(28)	+
Utilities below plan due to positive chiller water results (cool months reduced demand) and positive elec-non air cond. as the budget was based on historical false meter readings	18	╁
Depreciation below plan due to timing for capital projects	16	+
Other: additional interest income due to higher cash balance and interest rate, positive student union fee due to higher enrollment and positive non recurrent income	37	+
Total	$+\!-$	
ctual Net Income/(Loss)	i	1

ASUCLA P/L Reconciliation Year-To-Date Through March, 2019

Financial Analysis	\$0	000's
Budgeted Net Income/(Loss)	+	(1,108
buugesea 14et Income/(Luss)	1	(1,100
UCLA Store		
Gross Margin:		
Bearwear below plan: low percentage score big promotion and sales of UC merchandise as it relates to fan enthusiasm on campus and at the Rose Bowl	(294)	
Graduation ETC above plan	28	
E-Commerce below plan: overall decline in fan enthusiasm	(120)	
New Text below plan: interaction between New and Used (lower sales impacted by new rental program in Used Text), high Fall rental expense and delayed receivings	(166)	
Used Text above plan: positive impact of new rental program and availability of inventory	67	
Computer Store below plan: weakness in institutional demand for Apple products	(34)	
Total Wages below plan	11	
Other, positive controllables mostly employee benefits, telephone and bank card expense	25	
Total Contribution		(483
UCLA Restaurants		
Gross Margin:		
Panda above plan due to positive interest in this product line compared to prior years and sales increases during the AFSCME strike days	39	
Greenhouse below plan due to more cannibalization from Veggie Grill than anticipated and extensive rain and cold weather in the past few months	(78)	
Untitled below plan based on Stage Canteen closure which has not occurred	(28)	
Northern Lights below plan: general downward trend of customer traffic and average check issue from last year	(26)	
North Campus Student CTR below plan due to general downward trend of customer traffic, and rain and cold weather is negatively impacting sales	(68)	
CSSC above plan: additional customers during the AFSCME strike dates and higher Blaze and Peet's coffee sales than anticipated	62	
Café Synapse below plan due to ongoing customer traffic decline	(39)	
LuValle Food Servery below plan: less customers than expected, new menu program not initiated and negative impact of extensive rain and cold weather	(73)	
Kerckhoff Coffeehouse below plan: ongoing traffic decline, small variances each day and reduced sales due to rain and cold weather	(68)	
Taco Bell below plan: mostly lower average check Music Café below plan due mostly to decline in customer count	(32)	
Catering below plan: aggressive budget, large unanticipated discount for an event and several UCLA events did not occur	(218)	
Concessions below plan due to lower sales at men's and women's soccer and basketball events	(52)	
Total Wages lower than plan	80	
Other, positive controllables offset by various negative gross margin variances	20	
Total Contribution		(520
Licensing & Services		
Gross Margin:		
Licensing Domestic below plan due to downward sales trend (significant decline in Under Armour sales and reductions in other licensees)	(164)	
Licensing International above plan: unbudgeted new and renewing minimum guarantees from Japan were realized in addition to greater results from H&M	213	
Licensing Promotional Royalties below plan (actual royalty rate of 6% versus budgeted 8%)	(14)	
Sponsorships above plan: new IMG/Wescom sponsorship agreement effective September	145	
Total Wages above plan	(59)	
Other, positive controllables mostly Licensing	34	
Total Contribution		155
UCLA Student Union		
Gross Margin:		
Event Services above plan mostly due to unanticipated shoots and other client and student events	35	
AU Post Office below plan: no longer serving larger client that purchased large quantities of pre-stamped envelopes and lower sales than expected	(13)	
Total Wages below plan	17	
Other, positive controllables	7	
Total Contribution		40
Allocated Expenses and Other	\bot	<u> </u>
A&SS below plan (mostly savings in wages, employee benefits and UCPath charges) with some negative offset mainly in professional services	300	
Facilities above plan due to painting NCSC exterior, rental of portable air conditioning units and other repairs	(111)	ļ
Utilities below plan: savings due to lower consumption and energy efficient projects. In addition the budget was based on historical charges reflecting faulty meter readings	104	<u> </u>
Depreciation lower than plan due to timing of capitals	77	<u> </u>
Other: mostly higher interest income and various positive non-recurrent	350	<u> </u>
		720

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES BALANCE SHEETS (\$000)

	Current Month	Prior Month	Prior Year
	March 2019	February 2019	July 2018
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	\$12,815	\$21,548	\$13,915
Accounts receivable	3,875	4,380	3,844
Less: Allowance for doubtful accounts	(589)	(586)	(580)
Accounts receivable, net	3,286	3,794	3,264
Student fees receivable	151	0	118
Short term note receivable	0	0	200
Inventories	6,488	6,176	6,248
Prepaid expenses and other current assets	228	225	319
Total current assets	22,968	31,743	24,064
LONG TERM ASSETS			
Property, equipment and improvements	73,116	73,064	72,708
Less: Accumulated depreciation	(51,634)	(51,434)	(50,163)
Total long term assets	21,482	21,630	22,545
TOTAL ASSETS	\$44,450	\$53,373	\$46,609
	, ,	, ,	, .,
LIABILITIES AND RETAINED EARNINGS			
CURRENT LIABILITIES:	ФЕ 007	ФГ 200	Ф7.040
Accounts payable Wages and payroll taxes payable	\$5,867 5,513	\$5,399 14,064	\$7,049 5,551
Sales tax payable & other liabilities	649	970	625
Interest payable	128	99	74
Deferred income	813	1,262	518
Funds held for others	216	191	338
Current portion of long term debt	867	867	867
Total current liabilities	14,053	22,852	15,022
LONG TERM DERT.			
LONG TERM DEBT: AU expansion loan	7,095	7,095	7,095
Total long term debt	7,095	7,095	7,095
. Coan long term dept	.,000	.,000	.,000
TOTAL LIABILITIES	21,148	29,947	22,117
RETAINED EARNINGS:			
Beginning Balance	24,492	24,492	25,151
Year-to-date net income/(loss)	(1,190)	(1,066)	(659)
Ending Balance	23,302	23,426	24,492
TOTAL LIABILITIES AND RETAINED EARNINGS	\$44,450	\$53,373	\$46,609

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES STATEMENTS OF CASH FLOWS March 2019 (\$000's)

	Current	Year to	Prior Year to
	Month	Date	Date
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net income/(loss)	(\$124)	(\$1,190)	(\$602)
Adjustments to reconcile net income/(loss) to net			
cash provided/(used) by operating activities:			
Depreciation	200	1,649	1,519
Loss (Gain) on disposal of fixed assets	0	0	17
Accounts receivable	508	(22)	(394)
Student fees receivable	(151)	(33)	163
Short term note receivable	0	200	0
Inventories	(312)	(240)	(129)
Prepaid expenses and other current assets	(3)	91	114
Increase/(decrease) in current liabilities:			
Accounts payable	468	(1,182)	(641)
Sales tax payable & other liabilities	(321)	24	(204)
Wages and payroll taxes payable	(8,551)	(38)	2,954
Interest payable	29	54	61
Deferred Income	(449)	295	52
Funds held for others	25	(122)	84
Net cash provided/(used) by operating activities	(8,681)	(514)	2,994
or case process (acces, a) special g account	(0,00.7)	(5.1.7)	_,,,,,
CASH PROVIDED/(USED) BY INVESTING ACTIVITIES:			
Purchase of property, equipment and improvements	(52)	(568)	(824)
Change in capital projects in progress	0	(18)	0
Net cash used in investing activities	(52)	(586)	(824)
CASH PROVIDED/(USED) BY FINANCING ACTIVITIES:			
Principal payments on AU expansion loan	0	0	0
Net cash provided/(used) by financing activities	0	0	0
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	(8,733)	(1,100)	2,170
CASH AND CASH EQUIVALENTS, Beginning	21,548	13,915	12,191
CASH AND CASH EQUIVALENTS, Ending	\$12,815	\$12,815	\$14,361

ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES CASH RESERVE COMPUTATION March 2019 (\$000's)

	Current Month March 2019	Prior Month February 2019
CASH AND CASH EQUIVALENTS	\$12,815	\$21,548
BOARD REQUIRED CASH RESERVE	5,013	5,051
RESERVE SURPLUS (DEFICIT)	\$7,802	\$16,497

Restated

ASUCLA SERVICES AND ENTERPRISES

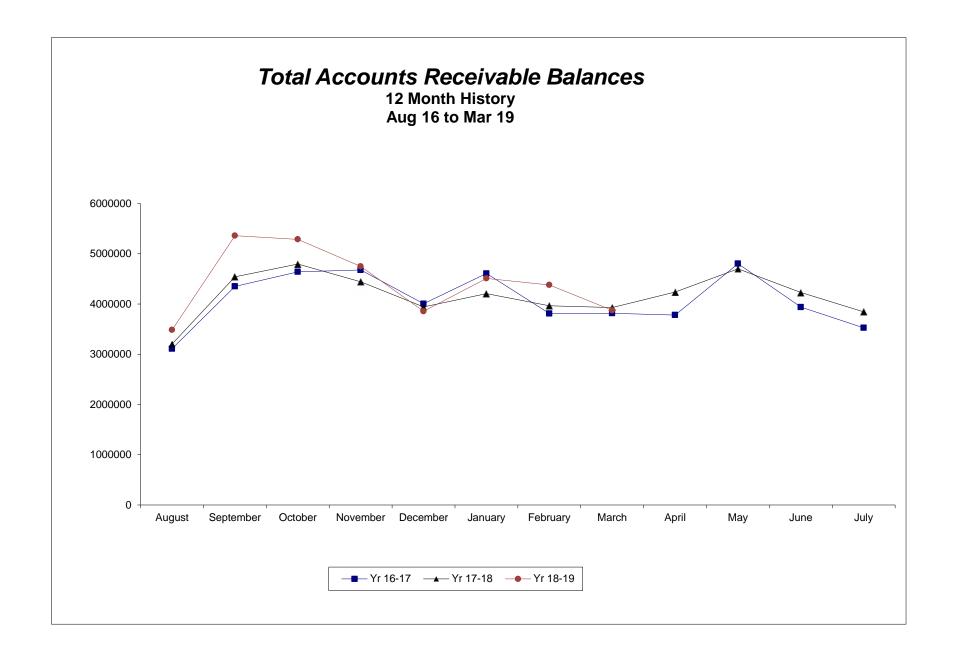
Capital Expenditures -Current Year Projects (\$000's)

FY 2018-2019 March 2019

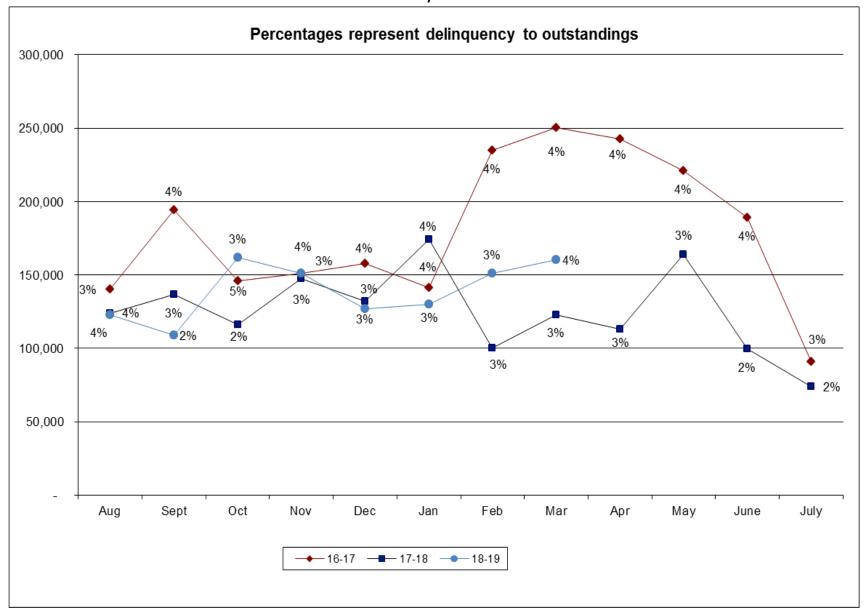
FY 2018-2019 March 2019 PROJECTED												
PROJECT NAME	BUDGET				Remaining		Over					
		Payments	PO's	Total	Balance	Pending	(Under)	Status				
Store/Services			***************************************									
2018-001 Store General Replacement	75.0	1.9	30.7	32.6	0.0		(42.4)	In Progress				
2018-002 HTS Air Conditioning	75.0	0.0	0.0	0.0	0.0		(75.0)	Cancelled				
2018-003 AU B-Level Bearwear Update	125.0	81.3	19.5	100.8	24.2		(24.2)	In Progress				
2018-004 Exterior Signs - New Store Logo	75.0	0.0	0.0	0.0	0.0	75.0	0.0	Pending				
2018-005 Printer Equipment Replacement	60.0	43.7	14.2	57.9	2.1		(2.1)	In Progress				
Total Store/Services	410.0	126.9	64.4	191.3	26.3	75.0	(143.7)					
Food Service	Ī											
2018-006 FS Miscellaneous and Unanticipated	50.0	16.9	21.7	38.6	11.4		(11.4)	In Progress				
2018-007 Patio Furniture Upgrade	20.0	0.0	20.0	20.0	0.0		0.0	In Progress				
2018-008 Coffee Equipment	100.0	0.0	0.0	0.0	0.0		(100.0)	Cancelled				
2018-009 NCSC Kitchen Equipment	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending				
2018-010 Concessions Holding Equipment	10.0	0.0	0.0	0.0	0.0	10.0	0.0	Pending				
2018-011 Commissary Kitchen Equipment	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
2018-012 Commissary Floor Replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
2018-013 Vehicle replacement	45.0	0.0	0.0	0.0	0.0	45.0	0.0	Pending				
2018-014 CSSC Dining room furniture replacement	20.0	0.0	0.0	0.0	0.0	20.0	0.0	Pending				
Total Food Services	300.0	16.9	41.7	58.6	11.4	130.0	(111.4)					
Technology	I	<u> </u>										
2018-015 Network Infrastructure Upgrade	20.0	0.0	2.8	2.8	0.0		(17.2)	In Progress				
2018-016 Printer Replacement	10.0	2.7	1.8	4.5	0.0		(5.5)	In Progress				
2018-017 Store Website Update	50.0	17.3	0.0	17.3	32.7		(32.7)	In Progress				
2018-018 Store POS	250.0	0.0	0.0	0.0	0.0	250.0	0.0	Pending				
2018-019 Marketing Misc. Hardware/Software Upgrades	5.0	4.1	0.0	4.1	0.0		(0.9)	Completed				
2018-032 Mobile Application Development	0.0	43.6	0.0	43.6	11.4		43.6	In Progress				
Total Technology	335.0	67.7	4.6	72.3	44.1	250.0	(12.7)					
Others	T	T										
Others	50.0	45.0	20.0	27.0	40.0		(40.0)	In Dragraga				
2018-020 Fac. Misc. and Remodels 2018-021 AU Freight Elevators Fire and Cab Doors	50.0	15.2	22.6	37.8	12.2		(12.2)	In Progress				
2018-021 AU Freight Elevators Fire and Cab Doors 2018-022 KH Grand Salon AC Upgrade	200.0 20.0	0.0 0.0	65.7 0.0	65.7 0.0	0.0 0.0	20.0	(134.3) 0.0	In Progress Pending				
2018-023 Restroom Partitions	30.0	0.0	0.0	0.0	0.0	30.0	0.0	Pending				
2018-024 LVC Kitchen Waterproofing	25.0	0.0	17.7	17.7	0.0	30.0	(7.4)	In Progress				
2018-025 North Campus Restroom Remodel	250.0	0.0	28.5	28.5	221.5		(221.5)	In Progress				
2018-026 KH Coffeehouse Waterproofing	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending				
2018-027 Ackerman Audio/Visual Upgrade	25.0	0.0	0.0	0.0	0.0	25.0	0.0	Pending				
2018-028 Custodial Replacements	10.0	0.0	3.0	3.0	7.0	20.0	(7.0)	In Progress				
•		0.0		0.0	7.0 0.0	15.0	0.0	Pending				
2018-029 SUO General Replacement	15.0		0.0			15.0		9				
2018-030 Finance Misc. Replacements	15.0	0.0	0.0	0.0	0.0	15.0	0.0	Pending				
2018-031 Replace DVR	40.0	45.3	0.0	45.3	0.0		5.3	Completed				
2018-033 LVC Store AC Replacement	0.0	31.6	6.7	38.3	0.0		38.3	Completed Awaiting Invoice				
2018-034 NC Flooring	0.0	19.2	0.0	19.2	27.0		19.2	In Progress				
2018-035 NC Exterior Wood Replacement	0.0	0.0	17.2	17.2	10.0		17.2	In Progress				
2018-037 Oculus Lighting	0.0	0.0	9.0	9.0	10.0		9.0	In Progress				
Total Others	705.0	111.3	179.7	291.0	297.7	130.0	(284.0)					
							, , , , , , , , , , , , , , , , , , ,	11888888888888888888888888888888888888				

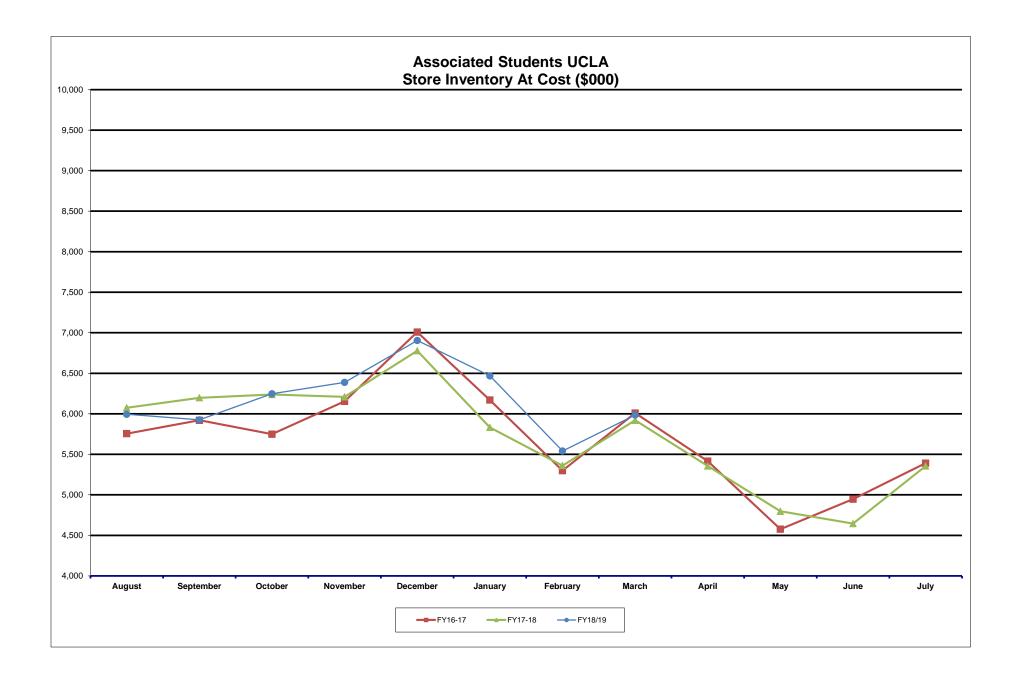
ASSOCIATED STUDENTS UCLA SERVICES AND ENTERPRISES ACCOUNTS RECEIVABLE AGING REPORT

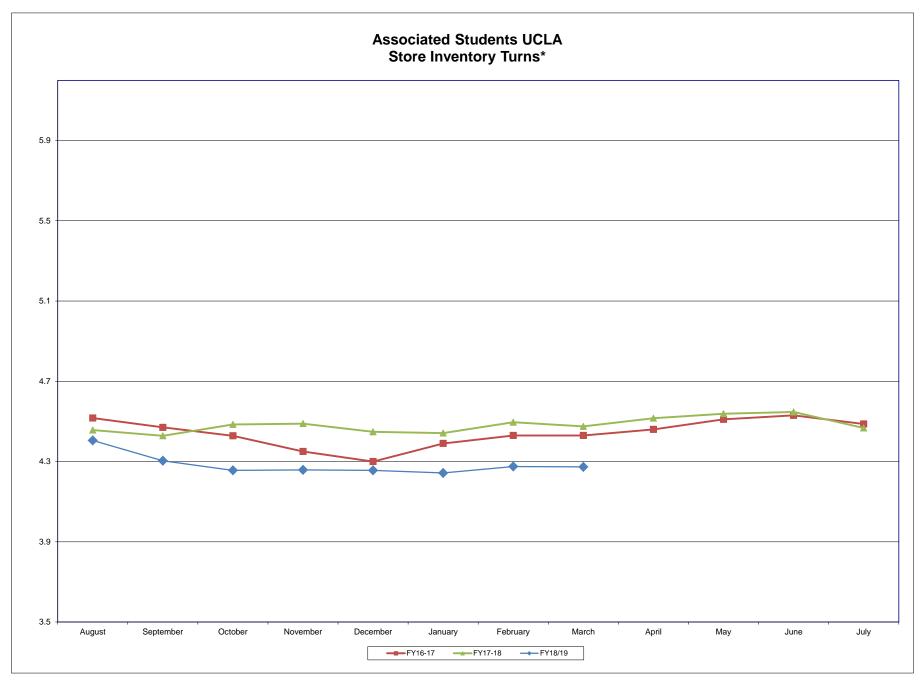
03/30/19	Mar	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$818,653	23%	\$46,429	55%	\$33,386	63%	\$176	1%	\$564	2%	\$28,156	47%	\$927,364	24%
ASUCLA PUBLICATIONS		\$77,325	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,325	2%
ASUCLA USA/GSA		\$137,971	4%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$137,971	4%
DUE FROM VENDORS		\$266,311	7%	\$16,213	19%	\$4,485	8%	\$375	2%	\$24,593	98%	\$16,395	27%	\$328,372	8%
DENTAL KITS		\$234,139	6%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$234,139	6%
OTHER		\$2,095,355	58%	\$22,181	26%	\$15,388	29%	\$20,980	97%	(\$1)	0%	\$15,908	26%	\$2,169,811	56%
TOTAL CURRENT MONTH		\$3,629,754	100%	\$84,823	100%	\$53,259	100%	\$21,531	100%	\$25,156	100%	\$60,459	100%	\$3,874,982	100%
		94%		2%		1%		1%		1%		1%		100%	
02/23/19	Feb	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY		\$709,802	19%	\$443,935	92%	\$20,633	40%	\$4,599	26%	\$545	1%	\$28,203	63%	\$1,207,717	28%
ASUCLA PUBLICATIONS	L	\$85,913	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$85,913	2%
ASUCLA USA/GSA		\$112,181	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$112,181	3%
DUE FROM VENDORS	L	\$567,823	15%	\$3,861	1%	(\$420)	-1%	\$8,981	52%	\$21,814	58%	\$14,543	33%	\$616,602	14%
DENTAL KITS	L	\$287,989	8%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$287,989	7%
OTHER	L	\$1,982,010	53%	\$34,832	7%	\$31,687	61%	\$3,825	22%	\$14,947	40%	\$1,893	4%	\$2,069,194	46%
TOTAL CURRENT MONTH		\$3,745,718	100%	\$482,628	100%	\$51,900	100%	\$17,405	100%	\$37,306	100%	\$44,639	100%	\$4,379,596	100%
		86%		11%		1%		0%		1%		1%		100%	
										100		450			
01/26/19	Jan	Current	%	30+	%	60+	%	90+	%	120+	%	150+	%	Total	%
UNIVERSITY	L	\$987,697	24%	\$136,958	65%	\$16,499	75%	\$5,040	14%	\$31,442	58%	(\$1,559)	-9%	\$1,176,077	26%
ASUCLA PUBLICATIONS	L	\$77,279	2%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$77,279	2%
ASUCLA USA/GSA	L	\$105,437	3%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$105,437	2%
DUE FROM VENDORS	L	\$178,582	4%	(\$364)	0%	\$1,448	7%	\$16,051	44%	\$21,537	40%	\$14,358	79%	\$231,611	5%
DENTAL KITS	L	\$366,133	9%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$366,133	8%
OTHER		\$2,455,345	58%	\$72,930	35%	\$3,885	18%	\$15,029	42%	\$826	2%	\$5,403	30%	\$2,553,418	57%
TOTAL CURRENT MONTH		\$4,170,473	100%	\$209,524	100%	\$21,832	100%	\$36,120	100%	\$53,805	100%	\$18,202	100%	\$4,509,956	100%
		92%		5%		1%		1%		1%		0%		100%	



Aged Accounts Receivable Balances > 60 Days Past Due







^{*}This value measures how quickly inventory is sold. It is defined as cost of sales for the trailing 12 months divided by month end inventory.

COMMAND INCIDITY	MAR	08(02/24/19-03/	30/19)	1	F	ISCAL YEAR 18-1	Q	FISCAL V	EAR 17-18
1,708.612	(CURRENT MONTH	1		YTD 8	MO(07/29/18-03	/30/19)	LAST YEA	R ACTUAL
1.417171 1.342-3.00 199-387 GRAPHER ADDRS SIVENSIGN 1.792-389 1.79	ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
1.417171 1.342-3.00 199-387 GRAPHER ADDRS SIVENSIGN 1.792-389 1.79	1.108.612	1.093.163	15,449	ACADEMIC SUPPORT DIV	12.048.044	12.243.529	<195.485>	1.242.646	12.451.776
1973-222 1979-552 -22.210 LU VALLE COMMONDS STORE 1.45-0.048 1.15-0.051 -112-5.022 1.70 Aug 1.05-5.33 1.07-1.084 1.05-5.03 1.07-1.084 1.07-5.03 1.07-1.084 1.07-5.03 1.07-1.084 1.07-5.03 1								1,278,083	9,680,096
19.13 75.000									
499.333 227.527 262.903 REATH SCIENCES STORE 1,005 3.093.052 1,005.003 3.093.052 3.0									
3.45 24 3.109,912 369,331 TOTAL SALES 297,98,490 299,23,781 4,985,286 3,716,991 299,27,999 209, 209,23,781 4,985,286 209,27,999 209,2									
2.386.737									_
1.	3,459,243	3,100,912	358,331	TOTAL SALES	29,128,496	29,933,781	<805,285>	3,216,895	29,592,199
Case Synthlage Case Ca	2,286,737	1,982,296	<304,441>	Less: Cost of Sales	20,163,064	20,260,879	97,815	2,116,306	20,326,545
3.745									
6.577				Less: Shrinkage					
6.577	3.745	3.740	<5>	ACADEMIC SUPPORT DIV	37.965	37.700	<265>	4.382	42.461
P35									
4,861 1,000 -3,5661 PER ATT SCIENCES STORE 1,0556 1,1570 1,1730 4,00 14,151 130,00									
11.556									
66.1 63.7 -(-2.2) COST OF SALES % 67.2 67.7 -(-1.5) 63.8 68.7 1.15.595 1.165.716 50.235 GROSS MARGIN % 8.848.525 55.55.512 .706.980 .105.5773 .715.606 0.5 0.4 -(-0.1) SHIRKACE % 0.4 0.4 0.4 0.0 0.5 0.5 0.4 0.5 0.4 -(-0.1) SHIRKACE % 0.4 0.4 0.4 0.0 0.5 0.5 0.4 0.6 0.7 -(-0.1) SHIRKACE % 0.4 0.4 0.4 0.0 0.5 0.5 0.4 0.8 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.7 0.9 0.9 0.9 CERPAL MUSE INVISION 0.9 0									
1,155,961 1,105,776 50,225 6,605S MMRGIN 8,848,532 9,555,132 < 7,06,8805 1,085,973 2,155,045 33,3 33,4 35,7 42,25 31,3 40,5 50,4 40,0 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5	2,303,293	1,995,196	<308,097>	TOTAL COST OF SALES	20,279,964	20,378,269	98,305	2,130,921	20,447,154
1,155,961 1,105,776 50,225 6,605S MMRGIN 8,848,532 9,555,132 < 7,06,8805 1,085,973 2,155,045 33,3 33,4 35,7 42,25 31,3 40,5 50,4 40,0 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5 43,4 50,5 50,4 43,9 50,5	// 1	42.0	.2.2.	COST OF SALES OF	(0.2	477	.1 5.	/ F 0	40.7
33.9 36.1									
33.4 35.7 -2.2 NET GROSS MARGIN % 30.4 31.9 -1.5 33.8 30.9		36.1							
11.8	0.5	0.4	<0.1>	SHRINKAGE %	0.4	0.4	<0.0>	0.5	0.4
11.8	33 1	25.7	~n n-	NET GROSS MARGIN %	30.4	21 0	∠1 Es	33 0	30.0
50.8 49.9 0.9 GENERAL MOSE DIVISION 49.0 449.3 -0.3 50.4 48.9 48.7 38.7 38.7 38.7 0.0 LIVALE COMMONS STORE 31.1 33.3 -2.1 37.3 32.4 32.5 50.6 22.8 33.3 -2.6 5.1 5	33.4	33.7	<2.2>	INE I GROSS WARDIN /0	30.4	31.7	<1.3>	33.8	30.9
41.4									
38.7 38.7 38.7 38.8 38.7 38.8 38.8 38.5 38.6 38.8									
53.3 52.5 0.8 E-COMMERCE DIVISION 51.1 51.0 0.1 53.5 50.6 0.0 0.0 0.0 OPERATIONS DIVISION 100.0 0.0 100.0 0.0									
0.0									
100.671 70.860 29.811 OTHER INCOME 1.099,240 894,780 204,460 65,233 798,038 1.256,622 1,176,576 80.046 GROSS MARGINOTHER 9,947,772 10,490,292 5902,520 1,151,206 9,943,084 1,256,622 1,176,576 80.046 1,256,707 1,256 1,256									
1,256,622	0.0	0.0	0.0	OPERATIONS DIVISION	100.0	0.0	100.0	0.0	0.0
Less: Controllable Exp 257,014 262,244 5,230 Career Wages 2,066,839 2,086,097 19,258 244,972 1,944,343 1,454 0 < 1,454 0 < 1,454 0 1,454 0 0 3,237 16,352 1,560,723 501,391 503,818 2,427 TOTAL WAGES 3,818,022 3,828,789 10,767 441,324 3,513,309 11,45 16,3 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,47 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18 WAGE % TO SALES 13,11 12,8 < 0,53 13,673 11,810 18,827 07,100 18,827 11,828 13,833 14,425 13,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833 14,425 13,632 18,833	100,671	70,860	29,811	OTHER INCOME	1,099,240	894,780	204,460	65,233	798,038
257,014 262,244 5,230 Career Wages 2,066,839 2,086,097 19,258 244,972 1,944,343 1,454 0			80,046	GROSS MARGIN/OTHER	9,947,772	10,450,292			9,943,084
257,014 262,244 5,230 Career Wages 2,066,839 2,086,097 19,258 244,972 1,944,343 1,454 0				Locc: Controllable Evn					
1,454				Less: Controllable Exp					
242,023	257,014	262,244	5,230	Career Wages	2,066,839	2,086,097	19,258	244,972	1,944,343
Sol						_			
14.5									
7.500									
7.500									
13,637									
15									
T51			<12>	Postage					
5,945 4,310 <1,635> Operating Supplies 45,848 41,575 <4,273> 5,535 41,931 15,707 14,775 <932> Freight Out 172,120 172,131 <407> 12,760 163,415 950 950 0 Merchandise Losses 0									
15,707									
0 0 0 0 0 Merchandise Losses 0 0 0 0 0 0 0 656 0 9 stage Stamp O/S 4 0 0 4 0 0 8 8 12,220 10,583 <1,637 > Advertising 205,461 163,869 <41,592 13,870 163,359 <4.3,000 > 213 Vendor Adv. Allowance <82,019 > <93,500 > <11,481 > <1,565 > <21,013 > <9,619 9,525 <94 > Direct Mail Adv. 282,991 284,700 1,709 5,092 279,464 2,675 4,625 1,950 Repairs & Maintenance 30,846 32,600 1,754 7,346 37,340 58,022 57,670 <352 Bank Card Expense 532,856 561,554 28,698 52,664 529,088 321 0 <321 Overs/Shorts 4,649 0 <4,649 ≥ 265 5,502 1,126 0 0 1,126 Credit Card Adjustments 7,552 0 <7,552 896 8,945 0 0 0 0 0 Textbook Rental Exp 0 0 0 0 <0 0 Textbook Rental Exp 0 0 0 0 <0 0 Textbook Rental Exp 0 0 0 0 <0 0 Taxes & Licenses 300 300 0 0 0 0 0 0 17,171 10,250 <6,921 > Professional Services 91,456 83,400 <8,056 > 9,888 100,350 0 17,711 10,250 <6,921 > Professional Services 91,456 83,400 <6,685 708 64,473 100 100 100 <0 Concession Expense 13,181 13,180 619 352 14,459 100 100 100 <0 Concession Expense 13,181 13,180 619 352 14,459 100 100 100 <0 Concession Expense 13,181 13,180 619 352 14,459 100 100 100 <0 Concession Expense 63,492 46,819 <16,673 691 40,000 80,000 71,412 > Payment to UCLA 114,915 136,923 22,008 8,094 118,988 301,605 269,503 <32,102 107AL OTHER CONTROL. 2,649,039 2,657,153 8,114 263,911 2,539,836 80,996 773,321 <29,675 > TOTAL OTHER CONTROL. 2,649,039 2,657,153 8,114 263,911 2,539,836 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp HR 3,180,616 1,361,034 180,418 1									
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12,220									
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2,675 4,625 1,950 Repairs & Maintenance 30,846 32,600 1,754 7,346 37,340 58,022 57,670 <352> Bank Card Expense 532,856 561,554 28,698 52,664 529,088 321 0 <321> 0 <4,649	<3,213>	<3,000>	213	Vendor Adv. Allowance	<82,019>	<93,500>	<11,481>	<1,565>	<92,103>
58,022 57,670 <352> Bank Card Expense 532,856 561,554 28,698 52,664 529,088 321 0 <321> 0 <321*									
321									
0 0 0 Textbook Rental Exp 0 0 <0> 0 2 2 2 Alloc of Distr Cntr 0 0 10	321	0	<321>	Overs/Shorts	4,649		<4,649>	265	5,502
0 0									
Taxes & Licenses 300 300 0 0 0 0 0 0 0									
17,171									
470 800 330 Commission Expense 13,181 13,800 619 352 14,459 100 100 100 40 Concession Expense 63,492 46,819 46,6173 691 40,000 10 10 105 0 0 10 10 105 0 0 10 10 105 0 0 10 10 10 105 0 0 10 10 10 105 0 0 10 10 10 105 10 10 105 10 10 105 10 10 105 10 10 105 10 10 105 10 10 10 105 10 10 10 105 10 10 10 10 10 10 10 10 105 10 10 10 10 10 10 10 10 10 10 10 10 10	17,171	10,250	<6,921>		91,456	83,400	<8,056>	9,888	
100			_						
0 2 2 2 Alloc of Distr Cntr 26,409 8,997 <77,412> Payment to UCLA 114,915 13,623 22,008 8,094 118,988 301,605 269,503 <32,102> TOTAL OTHER CONTROL. 2,649,039 2,657,153 8,114 263,911 2,539,836 802,996 773,321 <29,675> TOTAL OTHER CONTROL. 4647,061 6,485,942 18,881 705,236 6,053,144 643,626 403,255 50,371 SVCS AND ENTERPRISES 3,480,711 3,964,350 <483,639> 445,971 3,889,940									
301,605 269,503 <32,102 TOTAL OTHER CONTROL. 2,649,039 2,657,153 8,114 263,911 2,539,836 6,467,061 6,485,942 18,881 705,236 6,053,144 6,467,061 6,485,942 18,881 705,236 6,053,144 6,467,061 6,485,942 18,881 705,236 6,053,144 705,236 6,053,144 705,236 6,053,144 705,236 6,053,144 705,236 705,23	0	2	2	Alloc of Distr Cntr	0	10	10	105	0
R02,996									
453,626 403,255 50,371 GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 3,480,711 3,964,350 <483,639> 445,971 3,889,940 Less: Allocated Exp 39,688 51,165 11,477 Allocated ExpHR 321,308 390,829 69,521 28,042 290,427 141,063 164,748 23,685 Allocated Exp. Fin 1,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated ExpIS 507,221 615,004 107,783 62,664 521,476 48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp. Whtg 356,124 1,051,514 178,329 108,414 936,794 98,513 89,780 <8,733> Maintenance 733,124 686,670 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065									
453,626	552,770	113,321	~27,013>		5,407,001	5,705,742	10,001	100,200	5,055,144
39,688 51,165 11,477 Allocated ExpHR 321,308 390,829 69,521 28,042 290,427 141,063 164,748 23,685 Allocated Exp. Fin 1,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp. Fis 507,221 615,004 107,783 62,664 521,476 48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 11,458 126,052 14,594 Allocated Exp. Whtg 356,124 1,051,514 178,329 108,414 936,794 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065	453,626	403,255	50,371	SVCS AND ENTERPRISES	3,480,711	3,964,350	<483,639>	445,971	3,889,940
39,688 51,165 11,477 Allocated ExpHR 321,308 390,829 69,521 28,042 290,427 141,063 164,748 23,685 Allocated Exp. Fin 1,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated Exp. Fis 507,221 615,004 107,783 62,664 521,476 48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 11,458 126,052 14,594 Allocated Exp. Whtg 356,124 1,051,514 178,329 108,414 936,794 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065				Local Allocated Fun]				
141,063 164,748 23,685 Allocated Exp. Fin 1,180,616 1,361,034 180,418 135,574 1,151,460 65,924 78,372 12,448 Allocated ExpIS 507,221 615,004 107,783 62,664 521,476 48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp. Othr SA 873,185 1,051,514 178,329 108,414 936,794 98,513 89,780 <8,733> Maintenance 733,124 686,870 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065				Less. Allocated Exp					
65,924 78,372 12,448 Allocated ExpIS 507,221 615,004 107,783 62,664 521,476 48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 98,513 89,780 <8,733> Malintenance 733,124 686,670 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065									
48,657 42,966 <5,691> Allocated Exp. Mktg 356,122 308,099 <48,023> 31,517 272,865 111,458 126,052 14,594 Allocated Exp Othr SA 873,185 1,051,514 178,329 108,414 936,794 98,513 89,780 <8,733> Maintenance 733,124 686,670 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065							180,418		
111,458 126,052 14,594 Allocated Exp Othr SA 873,185 1,051,514 178,329 108,414 936,794 98,513 89,780 <8,733> Maintenance 733,124 686,870 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065									
98,513 89,780 <8,733> Maintenance 733,124 686,870 <46,254> 79,823 647,167 19,668 25,473 5,805 Utilities 182,004 215,508 33,504 17,934 204,680 57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065									
57,308 67,180 9,872 Depreciation 459,211 537,440 78,229 55,947 453,197 582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065	98,513	89,780	<8,733>	Maintenance	733,124	686,870	<46,254>	79,823	647,167
582,278 645,736 63,458 TOTAL ALLOCATED EXP 4,612,790 5,166,298 553,508 519,916 4,478,065									
<128,652> <242,481> 113,829 NET INCOME (LOSS) <1,132,078> <1,201,948> 69,870 <73,945> <588,126>									
	<128,652>	<242,481>	113,829	NET INCOME (LOSS)	<1,132,078>	<1,201,948>	69,870	<73,945>	<588,126>

MAR.	08(02/24/19-03/3	30/19)	1	l F	ISCAL YEAR 18-1	9	FISCAL YE	AR 17-18
	CURRENT MONTH				MO(07/29/18-03		LAST YEA	
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
206,849	232,678	<25,829>		1,404,823	1,515,190	<110,367>	198,653	1,398,181
218,810	269,902		NORTH CAMPUS DIVISION	1,473,581	1,669,797	<196,216>	231,105	1,565,946
196,427	210,342		SOUTH DIVISION	1,308,105	1,424,308	<116,203>	123,382	871,043
300,674	314,171		LU VALLE DIVISION	1,952,037	2,007,651	<55,614>	284,667	1,842,589
310,346 283,501	364,033 304,958		COOPERAGE DIVISION SPECIAL EVENTS DIVISION	2,098,956 1,599,505	2,331,524 1,874,509	<232,568> <275,004>	328,365 206,174	2,213,387
1,516,608	1,696,084	<21,457>	TOTAL SALES	9,837,007	10,822,979	<985,972>	1,372,345	1,597,222 9,488,369
1,510,000	1,070,004	(177,4772	TOTAL SALES	7,037,007	10,022,777	< 703,772×	1,372,343	7,400,307
507,979	564,334	56,355	Less: Cost of Sales	3,320,911	3,610,621	289,710	452,788	3,152,424
33.5	33.3	<0.2>		33.8	33.4	<0.4>	33.0	33.2
1,008,629	1,131,750	<123,121>	GROSS MARGIN	6,516,096	7,212,358	<696,262>	919,557	6,335,945
66.5	66.7	<0.2>	GROSS MARGIN %	66.2	66.6	< 0.4 >	67.0	66.8
63.6	67.3	<3.7>		65.9	67.2	<1.3>	67.7	67.4
67.3	65.6	1.7	NORTH CAMPUS DIVISION	66.0	65.5	0.4	66.7	65.2
66.6	65.5	1.1	SOUTH DIVISION	67.5	65.6	1.9	64.6	67.1
67.0 65.2	68.7 66.4	<1.7> <1.2>		67.7 65.4	68.4 66.0	<0.7> <0.6>	69.2 67.3	69.4 66.3
68.8	66.8	2.1	SPECIAL EVENTS DIVISION	66.5	67.1	<0.7>	66.9	66.0
00.0	00.0	2.1	SI ECIAL EVENTS DIVISION	00.3	07.1	<0.72	00.7	00.0
243,524	261,037	<17,513>	OTHER INCOME	1,593,244	1,658,496	<65,252>	231,837	1,518,300
1,252,153	1,392,787	<140,634>		8,109,340	8,870,854	<761,514>	1,151,394	7,854,245
			1					
			Less: Controllable Exp					
326,203	355,356	29,153	Career Wages	2,446,633	2,605,104	158,471	320,623	2,334,506
7,988	2,652	<5,336>		31,104	18,427	<12,677>	1,065	7,956
386,367	377,845		Student Wages	2,525,807	2,471,299	<54,508>	336,725	2,191,467
<47,529> 673,029	<51,275> 684,578	<3,746> 11,549	Labor Recharge TOTAL WAGES	<335,874> 4,667,671	<347,150> 4,747,680	<11,276> 80,009	<44,630> 613,782	<318,985> 4,214,944
44.4	40.4	11,549 <4.0>		4,007,071	4,747,680	<3.6>	44.7	4,214,944
44.4	40.4	<4.U <i>></i>	OL /0 TO JALLS	47.3	43.7	\3.0>	44.7	44.4
166,237	190,035	23,798	Employee Benefits	1,277,427	1,384,124	106,697	161,335	1,196,342
1,853	1,525	<328>		15,998	13,905	<2,093>	1,821	13,996
4,614	4,215	<399>	Telephone	22,483	33,660	11,177	2,595	29,552
21	1,000	979	Training Programs	10,205	14,000	3,795	2,209	11,323
71,216	76,299	5,083	Paper	445,228	495,391	50,163	64,068	418,609
4.7	4.5	<0.2>		4.5	4.6	0.1	4.7	4.4
7,602	5,555	<2,047>	9 11	54,780	40,585	<14,195>	7,527	46,087
<12,714>	<15,000>	<2,286>	3	<98,142>	<117,000>	<18,858>	<12,136>	<106,336>
4,935	3,195	<1,740>		48,485	22,385	<26,100>	8,525	30,054
5,214 3,239	5,337	123 <1,499>	Laundry	46,615	35,266	<11,349>	3,170	28,833
1,798	1,740 1,530	<1,499> <268>		20,371 33,036	12,090 28,040	<8,281> <4,996>	2,246 921	17,169 34,717
93	1,530	<200 <i>></i> <93>	9	330	20,040	<4,996> <330>	921	34,717
9,699	8,242	<1,457>		74,085	62,483	<11,602>	25,396	100,344
42,536	56,801	14,265	Bank Card Expense	318,817	366,829	48,012	43,897	323,161
2,545	2,460	<85>	Sales Tax Expense	17,087	15,605	<1,482>	2,407	15,933
<660>	1,289	1,949	Overs/Shorts	<811>	9,252	10,063	492	5,664
18	0	<18>	Credit Card Adjustments	131	0	<131>	0	17
0	0	0	Rentals	6,462	0	<6,462>	0	796
0	435	435	Rentals-Truck	0	3,420	3,420	0	0
238	240	2	Taxes & Licenses	3,096	2,533	<563>	238	7,203
3,020	0	<3,020>		11,804	0	<11,804>	0	610
1,088	0		Temp Agency Service	8,293	1,800	<6,493>	847	5,013
31,692 344,283	44,591 389,489	12,899 45,206	Commission Expense TOTAL OTHER CONTROL.	218,253 2,534,032	271,189 2,695,557	52,936 161,525	19,631 335,189	213,101 2,392,191
1,017,312	1,074,067	56,755	TOTAL OTHER CONTROL.	7,201,702	7,443,237	241,535	948,971	6,607,134
.,017,012	.,077,007	30,733	GROSS CONTRIBUTION TO	.,201,102	.,,,,,,,,,,	271,000	7-10,771	5,007,134
234,841	318,720	<83,879>		907,638	1,427,617	<519,979>	202,423	1,247,111
			1					
			Less: Allocated Exp					
53,274	51,869		Allocated ExpHR	391,279	416,824	25,545	39,001	345,104
69,746	52,544		Allocated Exp. Fin	466,728	381,047	<85,681>	66,264	447,746
32,595	24,995		Allocated ExpIS	199,596	172,257	<27,339>	30,628	204,510
24,057	13,703		Allocated Exp. Mktg	142,545	86,633	<55,912>	15,404	106,443
55,108 86,746	40,202 79,073	<14,906> <7,673>	Allocated Exp Othr SA Maintenance	339,194 645,555	290,564 604,948	<48,630> <40,607>	52,989 70,288	361,959 569,865
17,319	22,433	<7,673> 5,114	Utilities	160,264	189,797	<40,607> 29,533	70,288 15,792	180,232
72,149	85,042	12,893	Depreciation	596,522	680,336	83,814	71,211	585,379
410,995	369,861	<41,134>	• •	2,941,683	2,822,406	<119,277>	361,577	2,801,238
			1					
<176,154>	<51,141>	<125,013>	NET INCOME (LOSS)	<2,034,045>	<1,394,789>	<639,256>	<159,155>	<1,554,127>
356,238	397,485		TOTAL CUSTOMER COUNT	2,361,650	2,523,925	<162,275>	355,510	2,398,090
122,502	130,797	<8,295>		807,362	825,089	<17,727>	119,096	782,374
233,736	266,688	<32,952>	ASUCLA CUSTOMER COUNT	1,554,288	1,698,836	<144,548>	236,414	1,615,716
7.17	/ 00	0.20	TOTAL AVEDACE CUECK	7.00	/ 00	0.10	/ 44	/ 50
7.17 9.22	6.88 8.89	0.29 0.33	TOTAL AVERAGE CHECK 3RD PARTY AVG CHECK	7.09 9.13	6.90 8.85	0.19 0.29	6.41 8.36	6.53 8.24
6.09	5.90	0.33	ASUCLA AVERAGE CHECK	6.02	5.96	0.29	8.36 5.44	5.62
0.09	3.90	0.19	ASSOCIA AVERAGE GREGK	0.02	3.90	0.07	3.44	5.02
34,619	34,225	<394>	EMPLOYEE HOURS	231,145	229,116	<2,029>	33,760	226,462
43.81	48.98		SALES/LABOR HOUR	42.56	46.72	<4.16>	40.65	41.90
•	,		•	•	•	. !	l.	

LICENSING & SERVICES INCOME STATEMENT

CURRENT MONTH	MAR	08(02/24/19-03/3	0/19)]	FI	SCAL YEAR 18-1	9	FISCAL YEAR 17-18			
ACTUAL BUDGET VARIANCE MONTH YTD 18,935 12,500 6,435 175.00 6,435 175.00 6,435 175.00 170.10				1							
18,935 12,500 6,485 TOTAL SALES 117,072 106,115 10,957 13,849 113,149 19,77 19,8				1		•					
18,935 12,500 6,485 TOTAL SALES 117,072 106,115 10,957 13,849 113,149 19,77 19,8				1							
197	18,935	12,500	6,435	PHOTOGRAPHY	117,072	106,115	10,957	13,849	113,149		
18,738 12,250 6,488 GROSS MARGIN 98.3 98.0 0.3 100.0 97.9	18,935	12,500	6,435	TOTAL SALES	117,072	106,115	10,957	13,849	113,149		
18,738 12,250 6,488 GROSS MARGIN 98.3 98.0 0.3 100.0 97.9								_			
99.0 98.0 1.0 GROSS MARGIN % 98.3 98.0 0.3 100.0 97.9 99.0 98.0 1.0 PHOTOGRAPHY 98.3 98.0 0.3 100.0 97.9 129.514 155.518 <											
99.0 98.0 1.0 PHOTOGRAPHY 98.3 98.0 0.3 100.0 97.9 129.514 155.618 < 26.104> TRADEMARKS AND LICENSING 2.222.764 2.187.231 35.533 194.179 2.055.025 117.742 112.347 8.396 LEASED OPS 88.8 88. 889 49.232 < 7.346> 102.347 815.334 0.0 0 0 144.900 0.144.900 0.144.900 0.0 144.900 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0									·		
129.514	99.0	98.0	1.0	GRUSS MARGIN %	98.3	98.0	0.3	100.0	91.9		
117,743	99.0	98.0	1.0	PHOTOGRAPHY	98.3	98.0	0.3	100.0	97.9		
117,743											
20,700											
267.966 267.965 <-y> 280.215 6.479 GROSS MARGIN/OTHER 3.369.649 3.185,447 184,202 310,375 2.981,108											
286,694 280,215 6,479 GROSS MARGIN/OTHER 1,369,649 3,185,447 184,202 310,375 2,981,108 1,093 3,455 38,714 3,199 126 Student Wages 1,100 5,385 4,285 111 1,057 1,007 315,5 124.8 WAGE % TO SALES 311,7 288.1 4,285 111 1,057 1,007 315,5 124.8 WAGE % TO SALES 311,7 288.1 4,285 111 1,057 1,007									-		
Less: Controllable Exp											
35,515 38,714 3,190 Career Wages 36,3,765 300,307 <63,458 36,316 297,788 594 720 126 Student Wages 1,100 5,385 4,285 111 1,057 36,019 39,434 3,325 TOTAL WAGES 364,865 305,692 <9),173 36,427 298,846 301,77 288,846 305,692 <9),173 36,427 298,846 301,77 288,846 305,692 <9),173 36,427 298,846 301,77 288,846 305,692 <9),173 36,427 298,846 301,77 288,846 305,692 <9),173 36,427 298,846 305,692 <9),173 36,427 298,846 305,692 <9),173 36,427 298,846 305,692 <9),173 36,427 298,846 305,692 <9),173 36,427 298,846 305,692 <9),173 36,427 298,846 305,692 305,692 <9),173 36,427 298,846 305,692 305,69	200,074	200,213	0,479	GROSS WARGIN/OTTIER	3,307,047	3,103,447	164,202	310,375	2,701,100		
594 720 126 Student Wages 1.100 5.385 4.285 111 1.057 36,109 39,434 3.325 1071A WAGES 364,865 305,692 59,173> 36,427 298,846 190,77 315.5 124.8 WAGE % TO SALES 311.7 288.1 <23.6 > 263.0 264.1 18,850 18,371 <479 Employee Benefits 182,577 142,657 <39,920 > 20,813 136,688 112 515 403 Office Supplies 2,954 4,115 1,161 67 5,219 1,000 <6,000 50 50 Postage 253 400 147 6 666 1,085 1,000 <6,255 1,900 4,072 3,698 <374 Business Promotion 20,844 31,673 10,829 0 21,140 0 0 0 Repairs & Maintenance 226 0 <226 0 <226 0 0 2,083 2,083 Professional Services 11,639 16,664 5,125 2,083 17,704 1,665 3,200 1,535 1,4729 2,704 Domestic Agency Fee 158,679 176,608 17,929 16,626 168,382 11,748 132,079 144,592 1,267 174,077 1,457 132,079 14,592 170,140 14,592 133,481 1,573 1,207 1,4592 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,528,799 2,843 1,533 1,533 1,533 1,533 1,48 4,166 Allocated Exp. HR 30,727 28,331 1,2440 2,990 2,888 4,436 40,460 <3,976 Miller				Less: Controllable Exp							
594 720 126 Student Wages 1.100 5.385 4.285 111 1.057 36,109 39,434 3.325 1071A WAGES 364,865 305,692 59,173> 36,427 298,846 190,77 315.5 124.8 WAGE % TO SALES 311.7 288.1 <23.6 > 263.0 264.1 18,850 18,371 <479 Employee Benefits 182,577 142,657 <39,920 > 20,813 136,688 112 515 403 Office Supplies 2,954 4,115 1,161 67 5,219 1,000 <6,000 50 50 Postage 253 400 147 6 666 1,085 1,000 <6,255 1,900 4,072 3,698 <374 Business Promotion 20,844 31,673 10,829 0 21,140 0 0 0 Repairs & Maintenance 226 0 <226 0 <226 0 0 2,083 2,083 Professional Services 11,639 16,664 5,125 2,083 17,704 1,665 3,200 1,535 1,4729 2,704 Domestic Agency Fee 158,679 176,608 17,929 16,626 168,382 11,748 132,079 144,592 1,267 174,077 1,457 132,079 14,592 170,140 14,592 133,481 1,573 1,207 1,4592 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,557,289 1,528,799 2,843 1,533 1,533 1,533 1,533 1,48 4,166 Allocated Exp. HR 30,727 28,331 1,2440 2,990 2,888 4,436 40,460 <3,976 Miller	05 545	20.744	0.400	0	2/2 7/5	200 207	./0.450	2/ 24/	207 700		
36.109				Ü							
190.7 315.5 124.8 WAGE % TO SALES 311.7 288.1 <23.6 > 263.0 264.1				Ü							
18,850								·			
112	190.7	310.0	124.0	WAGE % TO SALES	311.7	200.1	<23.0>	203.0	204.1		
112	18.850	18.371	<479>	Employee Benefits	182.577	142.657	<39.920>	20.813	136.688		
816				. ,							
0						·					
0		50						6			
4,072 3,698 <374> Business Promotion 20,844 31,673 10,829 0 21,140 0 0 0 0 Repairs & Maintenance 226 0 <226> 0 466 0 0 0 Bad Debt <11,062> 2,050 13,112 0 7,243 0 2,083 2,083 Professional Services 11,539 16,664 5,125 2,083 17,704 0 400 400 400 Legal 3,658 4,400 742 0 0 1,665 3,200 1,535 Trademark 19,296 25,600 6,304 0 23,543 0 0 0 Intern'l Agnt Fee/Tax 202,599 158,303 <44,296> 6,192 153,894 12,025 14,729 2,704 Domestic Agency Fee 158,679 176,608 17,929 16,626 168,382 42,754 47,149 4,395 Payment to UCIA 566,932 635,897 68,96	1,085	1,000	<85>	Trav/Trips/Conference	16,255	10,000	<6,255>	1,980	8,500		
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	1,000	1,000	Enforcement	8,381	10,750	2,369	0	9,500		
0 0 0 Bad Debt <11,062> 2,050 13,112 0 7,243 0 2,083 2,083 Professional Services 11,539 16,664 5,125 2,083 17,704 0 400 400 400 Legal 3,658 4,400 742 0 0 1,665 3,200 1,535 Trademark 19,296 25,600 6,304 0 23,543 0 0 0 Intern'l Agnt Fee/Tax 202,599 158,303 <44,296> 6,192 153,894 12,025 14,729 2,704 Domestic Agency Fee 158,679 176,608 17,929 16,626 168,382 0 0 0 0 0 0 0 0 0 0 83 42,754 47,149 4,395 Payment to UCLA 566,932 635,897 68,965 63,297 635,831 117,487 132,079 14,592 TOTAL COTHER CONTROL. 1,192,424 1,2	4,072	3,698				31,673	10,829	0	21,140		
0 2,083 2,083 Professional Services 11,539 16,664 5,125 2,083 17,704 0 400 400 400 1,665 3,200 1,535 Trademark 19,296 25,600 6,304 0 23,543 0 0 0 0 0 10 Intern'l Agnt Fee/Tax 202,599 158,303 <44,296> 6,192 153,894 12,025 14,729 2,704 Domestic Agency Fee 158,679 176,608 17,929 16,626 168,382 0 83 34 17,774 0 0 0 <td></td> <td></td> <td></td> <td>-</td> <td></td> <td>-</td> <td></td> <td>-</td> <td></td>				-		-		-			
0			-					-			
1,665								·			
12,025						· ·		-			
12,025								-			
Misc. Bank Charges 0 0 0 0 0 83	_										
42,754											
81,378 92,645 11,267 TOTAL OTHER CONTROL. 1,192,424 1,223,107 30,683 111,530 1,193,687 117,487 132,079 14,592 TOTAL CONTROLLABLE EXP GROSS CONTRIBUTION TO SVCS AND ENTERPRISES 1,812,360 1,656,648 155,712 162,418 1,488,576 10,986 16,650 5,664 Allocated ExpHR 30,727 30,791 64 2,315 24,257 10,986 16,650 5,664 Allocated ExpIS 57,862 56,337 <1,525> 5,926 54,015 3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp. Other States of the s	_	_			-	-	-	-			
117,487											
Total Residue											
Less: Allocated Exp 2,858			· · · · · · · · · · · · · · · · · · ·			•	·	·			
2,858 3,832 974 Allocated ExpHR 30,727 30,791 64 2,315 24,257 10,986 16,650 5,664 Allocated Exp. Fin 132,413 120,747 <11,666> 12,531 115,011 5,313 8,175 2,862 Allocated ExpIS 57,862 56,337 <1,525> 5,926 54,015 3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363 <td>169,207</td> <td>148,136</td> <td>21,071</td> <td>SVCS AND ENTERPRISES</td> <td>1,812,360</td> <td>1,656,648</td> <td>155,712</td> <td>162,418</td> <td>1,488,576</td>	169,207	148,136	21,071	SVCS AND ENTERPRISES	1,812,360	1,656,648	155,712	162,418	1,488,576		
2,858 3,832 974 Allocated ExpHR 30,727 30,791 64 2,315 24,257 10,986 16,650 5,664 Allocated Exp. Fin 132,413 120,747 <11,666> 12,531 115,011 5,313 8,175 2,862 Allocated ExpIS 57,862 56,337 <1,525> 5,926 54,015 3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363 <td></td> <td>\Box</td> <td></td> <td>Loss, Allosated Fyr</td> <td></td> <td></td> <td>T</td> <td></td> <td></td>		\Box		Loss, Allosated Fyr			T				
10,986 16,650 5,664 Allocated Exp. Fin 132,413 120,747 <11,666> 12,531 115,011 5,313 8,175 2,862 Allocated ExpIS 57,862 56,337 <1,525> 5,926 54,015 3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363				ress: Allocated Exp							
5,313 8,175 2,862 Allocated ExpIS 57,862 56,337 <1,525> 5,926 54,015 3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363	2,858	3,832	974	Allocated ExpHR	30,727	30,791	64	2,315	24,257		
3,921 4,481 560 Allocated Exp. Mktg 40,777 28,331 <12,446> 2,980 27,885 8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363	10,986			·	132,413	120,747	<11,666>		115,011		
8,982 13,148 4,166 Allocated Exp Othr SA 99,465 95,032 <4,433> 10,252 95,885 44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363			2,862								
44,436 40,460 <3,976> Maintenance 330,685 309,532 <21,153> 36,005 291,913 8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363				. 0							
8,871 11,485 2,614 Utilities 82,095 97,170 15,075 8,089 92,324 3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363				·							
3,043 4,581 1,538 Depreciation 47,856 36,648 <11,208> 6,750 55,075 88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363											
88,410 102,812 14,402 TOTAL ALLOCATED EXP 821,880 774,588 <47,292> 84,849 756,363											
				· ·							
80,796 45,324 35,472 NET INCOME (LOSS) 990,481 882,060 108,421 77,569 732,213	88,410	102,812	14,402	TOTAL ALLOCATED EXP	0∠1,88U	114,388	<41,272>	04,849	100,303		
<u> </u>	80,796	45,324	35,472	NET INCOME (LOSS)	990,481	882,060	108,421	77,569	732,213		

UCLA STUDENT UNION INCOME STATEMENT

MAR. O	8(02/24/19-03/3	30/19)	FISCAL YEAR 18-19 FISCAL YEAR 17-					AR 17-18
	URRENT MONTH		1		8 MO(07/29/18-03/30/19)		LAST YEAR ACTUAL	
ACTUAL	BUDGET	VARIANCE	1	ACTUAL	BUDGET	VARIANCE	MONTH	YTD
			1					
50,805	44,771		EVENT SERVICES OFFICE	452,195	372,572	79,623	110,706	412,391
39,159	53,183		AU POST OFFICE	274,118	396,265	<122,147>	48,576	379,872
89,964	97,954	<7,990>	TOTAL SALES	726,313	768,837	<42,524>	159,282	792,263
27.040	F2 012	14 144	All Doot Office Cost	2/7 521	207 547	120.027	40.205	272 504
37,869 9,666	52,013 6,968	14,144	AU Post Office Cost Facilities Costs	267,521 107,228	387,547 71,916	120,026 <35,312>	48,295 22,644	373,596 81,368
47,535	58,981	11,446	Less: Cost of Sales	374,748	459,463	84,715	70,939	454,964
52.8	60.2	7.4	COST OF SALES %	51.6	59.8	8.2	44.5	57.4
42,429	38,973	3,456	GROSS MARGIN	351,565	309,374	42,191	88,343	337,299
47.2	39.8	7.4	GROSS MARGIN %	48.4	40.2	8.2	55.5	42.6
			1					
81.0	84.4	<3.5>	EVENT SERVICES OFFICE	76.3	80.7	<4.4>	79.6	80.3
3.3	2.2	1.1	AU POST OFFICE	2.4	2.2	0.2	0.6	1.7
0	500		STUDENT UNION OPS	0	4,128	<4,128>	365	4,480
1,930	1,150		EVENT SERVICES OFFICE	15,780	27,050	<11,270>	4,987	8,602
30,457	23,140	7,317	STUDENT PROGRAMMING	142,826	140,855	1,971	8,613	124,168
7,373	9,362 34,152	<1,989>	•	58,477	69,757	<11,280>	8,739	66,891
39,760 82,189	73,125	5,608 9,064	OTHER INCOME	217,082 568,647	241,790 551,164	<24,708> 17,483	22,704 111,047	204,141 541,439
82,189	/3,125	9,064	GROSS MARGIN/OTHER	568,647	551,164	17,483	111,047	541,439
			Less: Controllable Exp					
			2000. CONTROLLADIO EXP					
33,825	33,952	127	Career Wages	270,703	271,617	914	26,918	250,642
23,413	26,320	2,907	Student Wages	171,741	188,130	16,389	27,381	185,073
57,238	60,272	3,034	TOTAL WAGES	442,444	459,747	17,303	54,300	435,715
63.6	61.5	<2.1>	WAGE % TO SALES	60.9	59.8	<1.1>	34.1	55.0
20.6	26.7	6.0	EVENT SERVICES OFFICE	20.1	24.7	4.6	10.0	21.2
17,548	16,901		Employee Benefits	129,113	134,722	5,609	15,612	116,200
483	728	245	Office Supplies	8,601	5,881	<2,720>	287	7,851
3,329	2,985	<344>	•	16,177	26,445	10,268	2,039	22,582
0	0	0	Trav/Trips/Conference	2,147	1,175	<972>	0	2,175
2,807 65	3,159 250	352	24 Hour Study Lounge	5,890 120	6,318 964	428 844	0	2,974 6,276
28	355	185 327	Student Comm Art Training Programs	6,278	6,115	×163>	96	5,006
707	917	210	Annual ASUCLA Events	29,215	26,718	<2,497>	49	26,149
19,977	17,563	<2,414>		108,946	106,907	<2,447 <i>></i> <2,039>	9,147	102,051
0	0	(2,414)	Operating Supplies	<0>	0	<2,039> 0	908	908
0	0	0	Uniforms	974	2,000	1,026	0	1,570
153	390		Advertising	3,209	2,164	<1,045>	11	364
367	250		Business Promotion	2,111	2,000	<111>	269	1,902
1,390	4,263	2,873	Repairs & Maintenance	22,251	24,389	2,138	1,673	23,868
955	1,250		Bank Card Expense	7,502	9,313	1,811	1,027	8,508
15	0		Overs/Shorts	409	0	<409>	26	699
0	0	0	Board of Directors	0	0	0	<840>	0
0	0	0	Student Support Svcs	2,787	2,787	0	0	2,787
15,417	15,417	0	Interaction Fund	123,333	123,336	3	15,417	123,333
20,559	14,500	<6,059>	STUDENT UNION EVENT F	83,894	83,250	<644>	9,478	75,960
83,800	78,928	<4,872>		552,957	564,484	11,527	55,198	531,163
141,038	139,200	<1,838>		995,401	1,024,231	28,830	109,497	966,878
<58,849>	<66,075>	7,226	GROSS CONTRIBUTION TO SVCS AND ENTERPRISES	<426,754>	<473,067>	46,313	1,550	<425,439>
<00,849>	<00,075>	1,220	SACO WIND CINIEKLK19E9	<420,/34>	<4/3,U0/>	40,313	1,550	<4Z0,439>
		Less: Allocated Exp						
			LAP					
4,532	5,516	984	Allocated ExpHR	37,265	44,330	7,065	3,451	35,700
4,968	6,025		Allocated Exp. Fin	37,632	43,690	6,058	7,348	39,387
2,402	2,958	556	Allocated ExpIS	16,559	20,384	3,825	3,475	18,599
1,773	1,621		Allocated Exp. Mktg	11,872	10,249	<1,623>	1,748	9,573
4,062	4,758	696	Allocated Exp Othr SA	28,282	34,387	6,105	6,011	32,876
53,887	49,083	<4,804>	Maintenance	401,023	375,510	<25,513>	43,663	354,004
10,758	13,925	3,167	Utilities	99,557	117,814	18,257	9,810	111,961
22,838	14,257		Depreciation	145,746	114,056	<31,690>	10,753	91,871
105,219	98,143	<7,076>	TOTAL ALLOCATED EXP	777,936	760,420	<17,516>	86,258	693,972
4/40/0	.474.040	450	NET INCOME (LOCC)	.1.004.000	.1 000 407	20.700	04 700	.1 110 110
<164,068>	<164,218>	150	NET INCOME (LOSS)	<1,204,689>	<1,233,487>	28,798	<84,709>	<1,119,410>

ADMINISTRATIVE AND SUPPORT SERVICES EXPENSE STATEMENT

MAR. 0	MAR. 08(02/24/19-03/30/19)]	FISCAL YEAR 18-19			FISCAL YEAR 17-18	
C	CURRENT MONTH	ı]	YTD 8 MO(07/29/18-03/30/19)		LAST YEAR ACTUAL		
ACTUAL	BUDGET	VARIANCE		ACTUAL	BUDGET	VARIANCE	MONTH	YTD
332,798	334,070	1,272	Career Wages	2,591,398	2,712,098	120,700	323,802	2,559,751
1,047 34,276	11,648	10,601	Limited Appointment	8,922	17,953	9,031	6,947	45,667
368,121	38,691 384,409	4,415 16,288	Student Wages TOTAL WAGES	262,299 2,862,619	301,211 3,031,262	38,912 168,643	34,547 365,296	272,712 2,878,130
6.4	6.9	0.5	WAGE % TO TOTAL SALES	6.2	6.4	0.2	6.8	6.3
0.1	0.7	0.0	Whoe is no nother shees	0.2	0.1	0.2	0.0	0.0
0	0	0	Emp Awards, Profess.	10,700	15,177	4,477	0	14,735
0	0	0	Emp Awards, Students	4,000	2,060	<1,940>	2,000	4,000
169,976	159,930	<10,046>	Employee Benefits	1,213,917	1,301,781	87,864	148,555	1,143,906
3,901	7,253	3,352	Office Supplies	50,276	60,150	9,874	6,570	51,977
9,994	8,437	<1,557>	Telephone	45,261	68,167	22,907	5,510	65,669
548	719	171	Postage	5,269	5,712	443	498	8,902
1,490	645		Trav/Trips/Conference	6,955	5,912	<1,043>	2,016	10,600
666	50		Expense Allowance	882	355	<527>	175	2,285
2,698	708		Employee Relations	15,740	8,562	<7,178>	4,254	11,185
0	55	55	Tuition Assistance	0	434	434	0	0
0	0	0	Training Programs	2,474	0	<2,474>	0	0
855	309	<546>	Fingerprinting	2,718	1,123	<1,595>	131	621
141	690	549	Recruitment	16,808	4,609	<12,199>	105	3,675
251 248	479 275	228 27	Operating Supplies Uniforms	1,201	3,826	2,625	0 367	1,276
248 <752>	275 <300>	27 452	Uniforms Security Expense	2,553 <1,718>	2,200 <2,200>	<353> <482>	367 51	3,129 <363>
886	< 300 <i>></i> 50		Security Expense Security Equipment	1,509	<2,200 <i>></i> 400	<1,109>	1,125	1,445
4,824	2,550		Alarm Monitoring	20,459	20,100	<359>	2,541	17,766
3,944	1,765	<2,274> <2,179>	Advertising	13,375	14,175	800	1,500	12,237
100	1,000	900	Benefits U Adv	10,578	8,000	<2,578>	1,150	9,200
5,635	5,576		Repairs & Maintenance	50,418	46,722	<3,696>	4,954	47,626
761	1,113	352	Repair-Mtce Computer	6,139	9,767	3,628	734	6,760
15,360	12,376		Repairs & Mtce-Equip	105,100	100,363	<4,737>	10,991	85,584
0	20	20	Printing	0	1,419	1,419	0	1,348
2,433	2,433	0	Bruin One Card Exp	24,937	24,937	0	2,848	28,094
4	41	37	Overs/Shorts	3	323	320	2	0
23,061	22,795	<266>	Insurance Expense	184,488	182,360	<2,128>	20,723	165,784
18,989	15,870	<3,119>	Professional Services	183,089	68,964	<114,125>	11,917	84,450
922	1,536	614	Legal	9,150	12,283	3,133	1,396	11,166
11,667	11,460		External Audit	92,838	92,178	<660>	11,126	89,497
6,756	3,000	<3,756>	Temp Agency Service	17,983	19,900	1,917	2,392	6,969
6,250	10,756	4,506	Internal Audit	70,964	86,048	15,084	10,443	83,542
3,713	3,713	0	Tax Consulting	7,669	7,669	0	3,605	7,446
4,067	9,234	5,167	PROFESSIONAL FEES PCI	23,587	18,872	<4,715>	455	9,088
10,333	17,510	7,177	Board of Directors	103,171	102,573	<598>	12,505	93,548
4,462	206		Special Projects	7,448	3,821	<3,627>	126 3,059	3,436
3,240 3,827	5,058 4,017	1,818 190	Misc. Bank Charges Armored Carrier Expense	28,849 29,061	37,161 32,844	8,312 3,783	3,059 3,240	32,589 26,266
3,827	4,017	190	UCOP Payroll Services	29,061	32,844	3,783	3,240 <11,333>	26,266 37,083
7,250	25,250	18,000	UC PATH CHARGES	58,000	202,000	144,000	<11,333 <i>></i> 0	608
7,230	25,250	18,000	PENALTIES	1,308	202,000	<1,308>	0	000
8,541	8,541	0	Student Med Supp Fund	67,955	67,951	<4>	8,292	66,094
18,048	16,924		UCLA Recharge Expense	144,384	135,391	<8,993>	16,431	131,451
494	567	73	Special Events	26,290	26,734	444	88	24,950
355,582	362,611	7,029	TOTAL OTHER CONTROL.	2,665,786	2,800,823	135,037	290,542	2,405,625
723,702	747,020	23,318	TOTAL CONTROLLABLE EXP	5,528,404	5,832,085	303,681	655,838	5,283,754
			Less: Allocated Exp					
22 544	21 047	-2 400-	·	175 274	141 140	~14 20Es	10 005	15/1010
23,566 4,705	21,067 5,976		Maintenance Utilities	175,374	161,169 50 562	<14,205>	19,095 4 290	154,812 48,963
4,705 23,117	5,976 23,091	1,271	Depreciation	43,538 189,361	50,562 184,728	7,024 <4,633>	4,290 21,397	48,963 182,266
51,387	50,134	<2o> <1,253>	TOTAL ALLOCATED EXP	408,272	396,459	<4,633> <11,813>	44,782	386,040
775,090	797,154	22,064	NET EXPENSE	5,936,677	6,228,544	291,867	700,619	5,669,795
./01.3/7	.710 700	.00.400	Allocated Cup or -1 First	.E 070 / 47	.E EEO 4EO	.207 544	./2/ 525	E 001 070
<691,367>	<713,790>		Allocated-Svs and Ent	<5,270,647>	<5,558,158>	<287,511>	<626,535>	<5,091,970>
<40,692>	<40,692> <3,438>	0	Allocated-USAC Allocated-GSA	<330,345> <27,937>	<330,345>	0	<32,770> <3,274>	<265,979>
<3,438> <39,593>	<3,438> <39,234>	359	Allocated-GSA Allocated-Comm Board	<27,937> <307,748>	<27,937> <312,104>	<4,356>	<3,274> <38,040>	<26,605> <285,240>
<775,090>	<797,154>	<22,064>	TOTAL OTHER	<5,936,677>	<6,228,544>	<291,867>	<700,619>	<5,669,795>
1,75,0707	,,,,,,,,,,	-22,004/	. S.//L STITEK	.0,700,077	\0,220,074/	\2,1,001/	1,00,0172	10,007,1707
0	0	0	TOTAL EXPENSE	0	0	<0>	0	0

FACILITIES EXPENSE STATEMENT

MAR	08(02/24/19-03/3	RO/19)	1
	CURRENT MONTH	1	
ACTUAL	BUDGET	VARIANCE	1
ACTUAL	BODGLI	VARIANCE	ł
132,798	135,106	2,308	Career Wages
7,422	6,403		Limited Appointment
923	930	7	Student Wages
<834>	<545>	289	Labor Recharge
		1,378	Billed Labor Costs
<10,739>	<9,361>		
0	<3,250>	<3,250>	, ,
129,571	129,283	<288>	TOTAL WAGES
70,348	79,969	9,621	Employee Benefits
268	267	7,021 <1>	. ,
706	803	97	Telephone
749	0		Trav/Trips/Conference
5,819	5,432	<387>	•
6.5	5.6		Paper % To Sales
6,117	6,335	218	Cleaning Supplies
912	1,045	133	Replacements
640	1,756	1,116	Laundry
41,819	27,575	<14,244>	Repairs & Maintenance
2,511	4,950	2,439	Repairs & Mtce-Elevator
215	250	35	Repairs & Mtce-Equip
30,641	800	<29,841>	Painting Program
477	300	<177>	Incidental Proj Exp
<624>	2,575	3,199	Air Conditioning-Maint
10,889	11,617	728	Rub Remvl/Hauling
2,388	3,246	858	Rodent & Pest Control
103	1,600	1,497	Rentals-Truck
3,424	0	<3,424>	Janitorial
177,402	148,520	<28,882>	
306,973	277,803	<29,170>	TOTAL CONTROLLABLE EXP
			1
			Less: Allocated Exp
21,516	21,607	91	Depreciation
21,516	21,607	91	TOTAL ALLOCATED EXP
328,489	299,410	<29,079>	NET EXPENSE
-202 E02	-2E0 207	25 105	Allocated-Svs and Ent
<283,582>	<258,397>	25,185	
<8,138>	<8,138>	0	Allocated-USAC
<3,181>	<3,181>	0	Allocated-GSA
<10,023>	<8,627>	1,396	Allocated-Comm Board
<23,566>	<21,067>	2,499	Allocated-A & SS
<328,489>	<299,410>	29,079	TOTAL OTHER
0	0	<0>	TOTAL EXPENSE
•	ŭ	107	

	FICCAL VI	AD 17 10			
	ISCAL YEAR 18-1	FISCAL YEAR 17-18 LAST YEAR ACTUAL			
	MO(07/29/18-03/				
ACTUAL	BUDGET	VARIANCE	MONTH	YTD	
4 0 4 4 4 4 0	4 000 5/0	00.007	400 450	007.044	
1,044,469	1,020,562	<23,907>	130,158	987,314	
49,692	48,008	<1,684>	7,259	49,648	
2,151	7,572	5,421	0	0	
<2,664>	<2,490>	174	<45>	<2,904>	
<88,826>	<75,786>	13,040	<9,356>	<77,109>	
<21,141>	<26,000>	<4,859>	0	<29,141>	
983,681	971,866	<11,815>	128,016	927,807	
602,393	597,821	<4,572>	70,022	554,045	
1,188	1,620	432	41	1,356	
4,992	6,423	1,431	510	5,941	
2,047	3,000	953	0	0	
38,958	41,558	2,600	5,260	40,072	
5.4	5.4	0.1	3.3	5.1	
44,257	48,697	4,440	5,848	45,771	
11,570	8,071	<3,499>	1,185	7,727	
3,641	4,752	1,111	1,238	4,244	
263,855	228,144	<35,711>	17,709	233,153	
25,745	42,600	16,855	2,268	43,747	
801	2,000	1,199	0	250	
41,313	6,400	<34,913>	30	5,245	
1,720	2,400	680	221	2,649	
76,550	30,050	<46,500>	1,772	26,497	
83,872	87,091	3,219	10,340	82,122	
29,742	26,266	<3,476>	3,179	25,604	
5,085	12,800	7,715	509	5,485	
19,603	0	<19,603>	1,550	8,350	
1,257,334	1,149,693	<107,641>	121,682	1,092,257	
2,241,014	2,121,559	<119,455>	249,697	2,020,064	
200.004	170.057	.27.020	10.010	150.007	
209,884 209,884	172,856 172,856	<37,028> <37,028>	18,218 18,218	150,897 150,897	
2,450,898	2,294,415	<156,483>	267,915	2,170,962	
2,430,070	2,274,413	<130,403/	207,713	2,170,702	
<2,110,386>	<1,976,870>	133,516	<229,779>	<1,862,948>	
<65,104>	<65,104>	0	<7,851>	<62,808>	
<25,448>	<25,448>	0	<3,069>	<24,552>	
<74,587>	<65,824>	8,763	<8,121>	<65,842>	
<175,374>	<161,169>	14,205	<19,095>	<154,812>	
<2,450,898>	<2,294,415>	156,483	<267,915>	<2,170,962>	
0	0	<0>	0	<0>	

UTILITIES EXPENSE STATEMENT

			_
MAR.	08(02/24/19-03/		
(CURRENT MONTH		
ACTUAL	BUDGET	VARIANCE	
3,559	8,668	5,109	Chiller Water
41,347	55,223	13,876	Elec-Non Air Cond.
10,012	10,627	615	Water-Non Air Cond.
9,328	6,672	<2,656>	Steam-Non Air Cond.
2,969	3,036	67	Gas
0	1,551	1,551	Energy Management
67,215	85,777	18,562	TOTAL OTHER CONTROL.
67,215	85,777	18,562	TOTAL CONTROLLABLE EXP
<56,616>	<73,318>	<16,702>	Allocated-Svs and Ent
<2,799>	<2,799>	0	Allocated-USAC
<1,094>	<1,094>	0	Allocated-GSA
<2,001>	<2,590>	<589>	Allocated-Comm Board
<4,705>	<5,976>	<1,271>	Allocated-A & SS
<67,215>	<85,777>	<18,562>	TOTAL OTHER
0	0	0	TOTAL EXPENSE

F	ISCAL YEAR 18-1	FISCAL YEAR 17-18		
YTD 8 I	MO(07/29/18-03/	LAST YEAR ACTUAL		
ACTUAL	BUDGET VARIANCE		MONTH	YTD
110,556	133,840	23,284	7,616	120,700
367,588	434,095	66,507	34,528	438,669
59,430	77,248	17,818	7,230	60,300
47,010	43,410	<3,600>	8,966	41,264
23,232	22,917	<315>	1,891	17,983
9,303	12,408	3,105	1,550	12,404
617,119	723,918	106,799	61,781	691,320
617,119	723,918	106,799	61,781	691,320
<523,920>	<620,300>	<96,380>	<51,625>	<589,198>
<22,392>	<22,392>	0	<2,906>	<23,248>
<8,752>	<8,752>	0	<1,136>	<9,088>
<18,517>	<21,912>	<3,395>	<1,825>	<20,824>
<43,538>	<50,562>	<7,024>	<4,290>	<48,963>
<617,119>	<723,918>	<106,799>	<61,781>	<691,320>
<0>	0	0	0	<0>